

Retailers' Cutting Tests and Curing Formulas SEP 22 1924 See pages 25, 28 & 52

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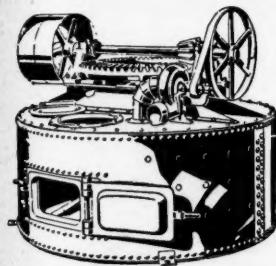
NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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SEPTEMBER 20, 1924

Published every Saturday by The National Provisioner, Inc., Old Colony Bldg., Chicago, Ill.
Entered as second-class matter, Oct. 8, 1919, at the postoffice at Chicago, Ill., under the act of March 3, 1879.
Subscription Price: United States, \$3.00; Canada, \$4.00; All Foreign Countries in Postal Union, \$5.00.



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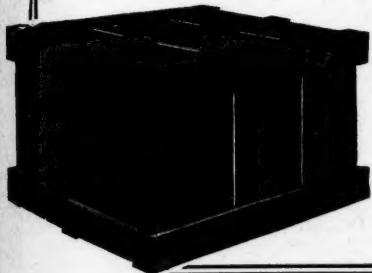
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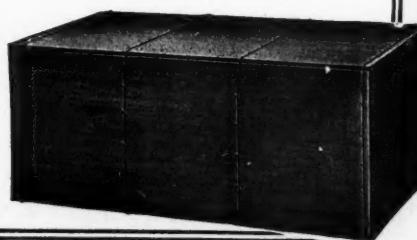
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More News About the Packers' Convention Program In this issue

The Kramer Hog Dehairer

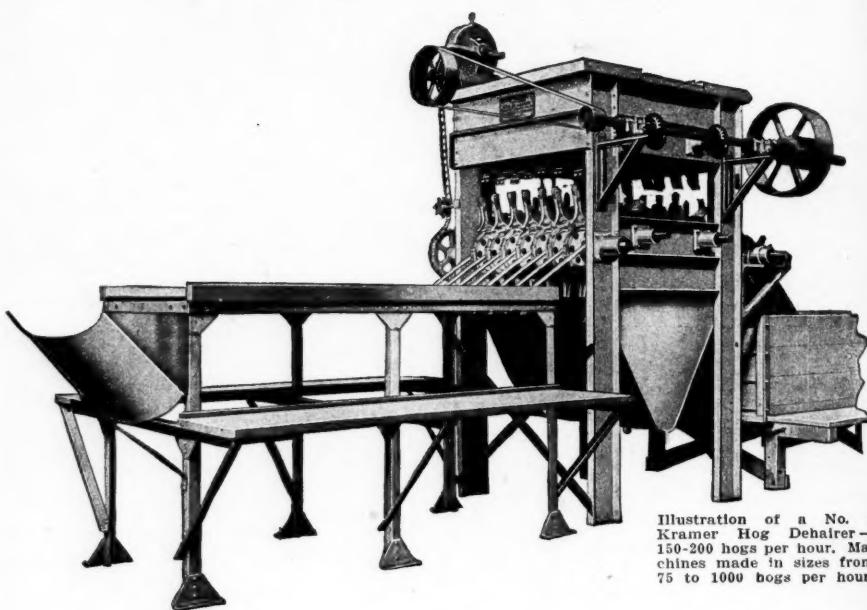


Illustration of a No. 4
Kramer Hog Dehairer—
150-200 hogs per hour. Ma-
chines made in sizes from
75 to 1000 hogs per hour.

By using a sectional and timed conveyor the Kramer Hog Dehairer is dependable. It eliminates the using of gates or other devices to hold the hogs back and prevents the hogs from butting or bucking against each other and clogging the machine.

The Kramer machine further avoids the using of hooks, exposing sinews, dropping hogs, manipulating levers and clutches, and intermittent or gravity delivery of hogs in bunches or other irregularities. All shaft bearings are on the outside and removable and hinged side panels permit easy access into the machine.

When your plant is Kramer equipped, you can feel safe that the hogs will be dehaired clean, and delivery of hogs will be perfectly timed. The Kramer Hog Dehairer is durable, economical and efficient. It will clean hogs at the lowest possible cost per hog.

A letter addressed to the company will bring further details and specifications.

The Brecht Company

1201 Cass Ave., St. Louis, Mo.

Manufacturers of Machinery, Equipment, Tools and Supplies pertaining to the Meat and Allied Industries. Importers and exporters of all kinds of sausage casings.

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1853 We Keep Faith With
Those We Serve 1924

THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

PUBLISHED EVERY SATURDAY

Entered as second-class matter at the postoffice at Chicago, Ill., under the act of March 3, 1879.

Vol. 71.

Chicago and New York, September 20, 1924.

No. 12



Packers' Convention Looms Big!

Program Full of Good Things for All and Wealth of Entertainment



With the selection of The Drake Hotel, Chicago, as convention headquarters, the arrangements for the nineteenth annual meeting of the Institute of American Meat Packers at Chicago on October 20-23, are rapidly nearing completion. These arrangements, it should be said, insure a convention program full of entertainment and good fellowship, as well as practical information of a sort that will be invaluable to every packer.

Beginning with the departmental meetings on Friday and Saturday, October 17 and 18, where heads of departments discuss the problems common to their departments, and find out how the other fellow is meeting them, and continuing through the golf tournament, which has been scheduled for the following Thursday, there is not a dull moment in the program.

Now, with arrangements virtually complete, packers and supply men who are planning to attend the convention should send their requests for rooms promptly to The Drake Hotel, Chicago. If these registrations are made before October 7, it will greatly facilitate matters and enable the Hotel Committee to complete its work promptly.

Inasmuch as the Drake is one of Chicago's best-known and most popular hotels, it will be advisable to send reservations in early to assure a good choice of rooms, as well as to aid the convention chairmen in completing their plans and arrangements.

In registering, be sure to state that you are reserving the rooms for the Institute Convention.

Hotel Arrangements Made.

Everybody who intends to be present at this year's convention should read the following bulletin, issued on Thursday by Charles E. Herrick, President of the Institute:

Chicago, September 18, 1924.

To the Members:-

The Drake Hotel has been selected for the 1924 Convention to be held in Chicago, October 20 to 23. All arrangements for meeting rooms, Committee rooms, etc., have been completed.

All reservations will be made direct by the hotel, and members are urged to begin sending in their requirements immediately. If members will please get their reservations to the hotel by filling in and mailing the accompanying form prior to October 7, 1924, it will greatly facilitate the ultimate completion of general convention arrangements.

The following accommodations are now available and immediate application for rooms will insure first choice:

25 single rooms with bath at \$5.00 each.
30 single rooms with bath at \$6.00 each.
30 single rooms with bath at \$7.00 each.
30 double rooms with bath with twin beds at \$8.00 per room.
30 double rooms with bath with twin beds at \$10.00 per room.

40 double rooms with bath with twin beds at \$12.00 per room.
5 suites of two single rooms, bath between, at \$10.00 per suite or \$5.00 per room.

5 suites of two single rooms, bath between, at \$12.00 per suite or \$6.00 per room.

Those attending the departmental meetings, which are to be held October 17 and 18, prior to the Convention proper (as described in Convention Bulletin No. 2) should so stipulate.

CHARLES E. HERRICK,
President.

Entertainment and business program features not previously disclosed were made known this week at a meeting of the chairmen of the various convention committees, presided over by President Herrick.

The Departmental Meetings.

On Friday and Saturday are to be held the departmental meetings on such important topics as accounting, car route sales, branch house matters, advertising and public relations, refrigeration and engineering, chemical problems, credit and collections, traffic matters, and purchasing. These meetings will be largely attended, and it is certain that the informal discussions, all by men keenly interested in and thoroughly posted on the subjects under consideration, will prove of unusual value to all concerned.

A dinner on Saturday evening at 7:30 will mark the close of the departmental meetings.

Additional details will be worked out next week, when the presiding chairmen and program chairmen of the different sections meet in Chicago to perfect arrangements.

Sunday is to be a day of fellowship. It is the day when packers and their friends, arriving from all over the country, will clasp hands in friendly greeting, renew old acquaintances of previous conventions, and make new ones. A concert at 3:30 Sunday afternoon will be an added feature.

Start of the Convention.

The convention proper will begin Monday morning. The first order of business will be the address of the President, Charles E. Herrick. Other brief addresses and reports will be made, after

Convention Menu

The Meats!

Departmental discussion on "Accounting," "Car Routes," "Branch Houses," "Advertising," "Refrigeration and Engineering," "Chemical Problems," "Credits and Collections," "Traffic."

Convention talks on "Construction, Equipment, Organization, Raw Materials and Supplies."

"Plant Operations, Accounting and Statistics, Sales and Distribution."

"Education and Industry." A day at the University of Chicago.

The Sauces!

The Convention Banquet.
The Annual Ladies' Night.
Departmental Dinner.

Golf and Tennis Tournaments.

Daily program for ladies, including tours of parks and boulevards, luncheon at Edgewater Beach, visit to radio broadcasting station, etc.

September 20, 1924.

which those veterans of the industry who have given service for 25 years or more will be honored by the presentation of gold and silver jubilee badges. Those who have served for twenty-five years will receive silver badges; the veterans of half a century or more of loyal service will receive gold badges.

The afternoon session, as previously announced, will be given over to brief but timely discussions of raw materials and supplies, and the distinguishing architectural features of modern packinghouse construction.

Practical Operating Problems.

Practical problems also will be considered on Tuesday, which will be known as "Operations Day." Discussion of the various subjects from the floor will add to the interest, and should enable everyone present to get new slants on his own particular problems. The program for Operations Day, although previously announced, is reprinted below for the benefit of those who did not see it, and those who want to refresh their minds on the different topics to be discussed.

Tuesday, October 21, 10:00 A. M.

E. C. Merritt, Vice President, presiding. Plant Operations, Accounting and Statistics, Sales and Distribution:

Presentation of Plan, R. F. Eagle, Chairman, Program Committee.

"How to Keep Down Overhead in 1925." Discussion.

"Forecast of Future Market Conditions." Discussion.

"Money-Making Sales Policies." Discussion.

"Budgetary Control." Discussion.

"Sales Outlook in England," Charles C. Pearson, Liverpool, Eng.

Special Convention Luncheon, 12:30 P. M.

Tuesday, October 21, 1:30 P. M.

"Helpful Hints on Modern Methods of Conserving Power and Refrigeration." Discussion.

"Modern Hog Slaughtering and Cutting Practices and Their Relation to Proper Curing of Pork Products." Discussion.

"Up-to-Date Methods of Reclaiming Commercial Products from Waste Water." Discussion.

"Standardization and Simplification of Packinghouse Equipment." Discussion.

"Control of Moulds." Discussion.

"The Efficient Handling of Hides from Take-off to Delivery." Discussion.

Get Your Hotel Room

Packers who are planning to attend the Institute convention in Chicago are urged by the Convention Hotel Committee to send their reservations to the Drake Hotel by October 7, as the committee is anxious to complete its plans as soon as possible. The Drake Hotel, located a few blocks from the busy Chicago loop, but near enough for all purposes, will afford the convention and convention guests every convenience. A schedule of room rates has been sent to Institute members and is given elsewhere in this issue.

"The Manufacturing of Sausage and Its Relation to Successful Packinghouse Operation." Discussion.

Education and Industry.

A public conference on Education and Industry, arranged by the Institute and the University of Chicago, in co-operation, is to be held on Wednesday. Although the program for this day has not yet been announced, the Program Committee gives assurance that it will be of vital interest and far-reaching importance.

Intertwined with the business sessions will be various forms of entertainment, arranged by the convention committees, for packers and supply men, their wives and families, so that there will not be a dull moment in the convention.

Entertainment and Features.

Although the plans in some instances are not entirely completed, the program committee states that among the attractions will be a party on Monday night for both men and women at one of Chicago's leading entertainment places.

An auto tour of Chicago's beautiful boulevards on Tuesday for the ladies from out of town, will be followed by a luncheon at the famous Edgewater Beach Hotel. After luncheon, the party will inspect the internationally-known radio broadcasting station which the hotel and the Chicago Evening Post maintain.

No entertainment has been arranged for Tuesday night, as it was thought that many of those attending the convention would like to have at least one night left free to spend in their own way.

Additional entertainment features in-

clude another party for the ladies, to be held while the men are attending the annual banquet. Details of both of these big features will be announced later.

Both Golf and Tennis.

In the way of athletic pastimes, there will be a golf tournament on Thursday at the Calumet Country Club, and a tennis tournament, if sufficient entries are received. President Charles E. Herrick and Paul I. Aldrich, Editor of THE NATIONAL PROVISIONER, have offered trophies for the winners of the golf tournament, and Oscar G. Mayer will present a cup to the winner of the tennis tournament. Other prizes, such as golf bags, also will be offered for winners in the golf tournament.

HOGS AND LARD IN GERMANY.

Interesting comment on the German lard and hog situation at the present time and in comparison with pre-war conditions, is made by A. B. Friedmann in a recent communication to John W. Hall. Mr. Friedman says:

"The production of lard from hogs killed in Germany is insignificant, in comparison with lard consumption. The home production is confined chiefly to leaf lard, which is sold in the raw state by the butchers to the housewife, who renders same at home. The prices are much higher than for American refined lard. The yield of leaf lard per hog is estimated at about 7 lbs."

According to German government figures, livestock in Germany on December 1, 1913, as related to population, was as follows:

3-1/2 head of cattle per person
3-3/8 head of hogs per person
1-2/5 sheep and goats per person.

These figures compare interestingly with statistics shown as of October 1, 1923, and taking into consideration the reduced area and population of Germany:

2-7/10 cattle per person
2-7/10 hogs per person
1-3/4 sheep and goats per person.

The price of hogs in Germany near the end of July was equivalent to about 13c per pound, live weight. Mr. Friedmann states, however: "I have just been informed that the price of live hogs in Berlin has been advanced to 70 marks, or about 15c per pound."

He says further that it is estimated the population of hogs in Germany at the present time is 22,000,000 head, but the per capita consumption is much lighter than in 1913, owing to the large number of unemployed and only partially employed persons.



WHERE THE 1924 PACKERS' CONVENTION WILL BE HELD.
The Drake Hotel, Lake Shore Drive, Chicago, Scene of the Meeting on Oct. 20-23.

September 20, 1924.

Value of Cutting Tests to Retailer

He Should Make Them Himself In Order to Know How to Price His Meats on a Profit Basis

How do you figure prices to charge for various cuts of meats? Do you base it on what your competitors charge, or do you know what each cut costs you, and charge accordingly?

No ready-made chart can be made to apply to all shops. In order to be sure of his ground, each retail meat dealer should make his own tests—and make them at frequent intervals!

In the following article, written for THE NATIONAL PROVISIONER by Roy C. Lindquist, a representative test on a side of beef is given. Because it is an actual test, the reader can follow it, substituting his own figures as he goes along.

Must Make Your Own Tests.

Unless you make cutting tests at intervals, you cannot operate your store intelligently.

To charge 35 cents for round steak simply because a competitor does is poor business. To charge that price, or some other price, after you have figured a cutting test, is good business.

This article, like the others in the series, is intensely practical. If you will read it—and heed it—you will have a more intelligent knowledge of your business, and will KNOW about it at all times.

Importance of Making Frequent Cutting Tests

By Roy C. Lindquist.

In the series of articles just concluded by the writer the accounting problems of the retail meat shop were outlined, together with practical and simple solutions.

Through the keeping of adequate records it was shown how the meat dealer could know exactly how much money he was making, what percentage (margin) he cut out of the meats, and what the cost of doing business was.

The margin shown was the margin on all meats—an average margin.

Getting Closer to the Facts.

It would be very valuable for the butcher to know exactly what margin and profit were made on beef, veal, lamb and other products handled. However, to know this he would need to keep a separate record of the sales of each of these products. This, naturally, would be out of the question.

But the wide-awake dealer wants to know approximately what margin he cuts out of the various meats he handles. This he can determine by making cutting tests as often as possible. In time, he would develop for himself an exceedingly valuable fund of data and information that would improve his efficiency manifold.

A Recent Chicago Test.

In this article the writer will give a test

on beef made recently. According to the books of this Chicago butcher (at whose shop the test was made) for the four-week period ending September 6, the gross margin was only 20.2% of sales. Total expenses were 18.1%, leaving a net profit of 2.1%. This is not enough for a successful shop.

It happened that the writer had with him a test on beef taken that morning. The beef of this test was not of as good a quality as the grade handled by the butcher in question. He paid 16 cents for beef, while the beef on the test cost only 15 cents.

Why Were His Profits Low?

Yet he was getting lower prices, and besides, his beef was fatter and more wasty.

Per cent of Whole Side	TEST ON 174½ From 350 lb. Yearling Steer Cost 16c wholesale			
		Weight Lbs.-Oz.	Selling Price Per. lb.	Total Sales Value
	Retail Cuts			
3.4	Rump (not boned)	6- 0	\$0.22	\$1.32
0.9	Rump soup bone	1- 8	...	.15
14.5	Round steaks (no trimmings)	25- 2	.36	9.05
0.7	Round soup bone	1- 4	...	.05
2.1	End of round	3-12	.23	.87
2.6	Hind shank bone	4- 8	...	.15
8.6	Sirloin steaks (average trim)	15- 0	.42	6.30
5.2	Porterhouse steaks (av. trim)	9- 0	.45	4.05
2.9	Short steaks (average trim)	4-15	.42	2.10
0.7	Flank steak	1- 4	.30	.38
2.7	Cod fat	4-12	.05½	.26
0.6	Kidney	0-15	.10	.09
1.4	Kidney suet	2- 9	.05½	.13
7.7	Rib roast (rolled)	13- 6	.36	4.86
9.6	Plate (all cuts)	16-12	.14	2.35
16.3	Chuck roasts (all cuts)	28-10	.24	6.86
0.8	Chuck round bone	1- 5	...	.05
3.3	Neck stew (boned)	5-13	.22	1.27
3.0	Fore shank (with meat)	5- 6	.10	.54
4.9	Hamburger	8- 9	.20	1.74
2.1	Shop fat	3-10	.02½	.10
6.0	Waste	10- 8	.00½	.06
100.0		Total of Side		
			174 lb. 8 oz.	.24½
				\$42.73

Do You Figure It Out?

Do you make cutting tests to know how to price your meats, or do you just guess at it?

No wide-awake retailer can afford not to make cutting tests—and make them frequently!

It is not wise to depend entirely on charts, or arbitrary sets of figures, to determine what you should charge for various cuts of meat. This can be determined only by actual tests, made in your own shop. Charts are very valuable as a basis of figuring, however.

In this article, the figures on an actual beef cutting test are given. Substitute your own figures—refer to your chart and see where you come out!

He concluded then and there that he was not getting adequate prices for his beef. The wholesale price had increased, but he had not raised his prices accordingly. He raised his beef prices and in a few days the writer returned and helped him make a beef test.

A side from a 350-pound yearling steer was chosen, representing average fatness and weight for the type of beef he handles. This grade he buys is well-covered and marbled with fat, being a good quality beef from smaller cattle.

The weights of the forequarter and hind-quarter were secured and also those of each wholesale cut, as sold in Chicago. Then the retail cuts were cut, trimmed and weighed just as they are prepared for regular sale.

All trimmings, fat, waste, etc., from each wholesale cut were accounted for, so a table could be prepared for each of these, as well as for the entire side.

Cutting Test on 350 lb. Steer.

After everything was cut, correctly weighed, and all weights accounted for, the following table was prepared:

LB. SIDE OF BEEF			
From 350 lb. Yearling Steer Cost 16c wholesale			
	Weight Lbs.-Oz.	Selling Price Per. lb.	Total Sales Value
Retail Cuts			
3.4 Rump (not boned)	6- 0	\$0.22	\$1.32
0.9 Rump soup bone	1- 8	...	.15
14.5 Round steaks (no trimmings)	25- 2	.36	9.05
0.7 Round soup bone	1- 4	...	.05
2.1 End of round	3-12	.23	.87
2.6 Hind shank bone	4- 8	...	.15
8.6 Sirloin steaks (average trim)	15- 0	.42	6.30
5.2 Porterhouse steaks (av. trim)	9- 0	.45	4.05
2.9 Short steaks (average trim)	4-15	.42	2.10
0.7 Flank steak	1- 4	.30	.38
2.7 Cod fat	4-12	.05½	.26
0.6 Kidney	0-15	.10	.09
1.4 Kidney suet	2- 9	.05½	.13
7.7 Rib roast (rolled)	13- 6	.36	4.86
9.6 Plate (all cuts)	16-12	.14	2.35
16.3 Chuck roasts (all cuts)	28-10	.24	6.86
0.8 Chuck round bone	1- 5	...	.05
3.3 Neck stew (boned)	5-13	.22	1.27
3.0 Fore shank (with meat)	5- 6	.10	.54
4.9 Hamburger	8- 9	.20	1.74
2.1 Shop fat	3-10	.02½	.10
6.0 Waste	10- 8	.00½	.06
100.0		Total of Side	
			174 lb. 8 oz.
			.24½
			\$42.73

Side brought \$42.73

Side cost 27.92

Margin \$14.81

Margin 34.6% of Sales

Margin 53.0% of Cost

The weights of the wholesale cuts were as follows:

Hindquarter—	
Round	44 lb.
Loin	31½ lb.
Flank	10 lb.
Kidney and suet	3½ lb. 89
Forequarter—	
Rib	16¾ lb.
Chuck	43¾ lb.
Plate	19 lb.
Shank	6 lb. 85½
	174½

Importance of Using Tables.

A table like this for the whole side can be prepared for each wholesale cut, showing the amount of retail cuts, Hamburg trimmings, shop fat, waste, etc., secured from each cut. If the dealer buys extra

(Continued on page 53.)

September 20, 1924.

Meat Packing Studies by Correspondence

Twelve correspondence courses in practical meat packing subjects are now open to employees of the packing industry. These courses are offered by the Institute of Meat Packing at the University of Chicago, and are similar in content to the evening courses which were given last year in Chicago by the Institute of Meat Packing. This is conducted by the University of Chicago and the Institute of American Meat Packers, in co-operation.

Of the twelve courses, four have just recently been made available. These are: Packing-House Finance, Marketing of Meat Products, Packing-House Accounting, and Packing-House Operations (Pork).

Registrations Are Heavy.

Many registrations from all parts of the country have been received during the last six months for the first two sets of four courses each, which were made available on February 1 and May 1.

The courses have been chosen and the instructional material prepared especially for employees of packing companies. They offer the student an opportunity to study his own work in the industry, if it is covered by one of the courses, and just as valuable a chance to study the other man's job.

By means of the correspondence courses, employees whose immediate work in the industry does not offer sufficient opportunity to observe and study other important phases of the industry will be able to visualize what is going on around him in the plant, and learn the general fundamental principles of the production and marketing of live stock and the processing and distribution of meat in his spare time at home.

In general, the courses are open to everyone whose educational training or experience in the packing industry indicates that he will be able to profit by the study.

Instruction and Material of the Best.

The material covered in the correspondence courses has been developed by

authorities from the packing industry and experts in correspondence study from the University of Chicago. It has also been enriched by experience obtained from teaching the subjects in the evening classes.

Opportunity is given the student to review each lesson after he has studied it, and to submit answers to the questions, giving him an opportunity to judge the progress he is making. The student's reports are reviewed and corrected by members of the University faculty who are skilled in conducting this work.

Complete information about the correspondence courses and about the Institute of Meat Packing, registration, etc., is given in Bulletin No. 2, Correspondence-Study Courses, which may be obtained by writing the Institute of Meat Packing, Uni-

Study Meat Packing

Students in packinghouse operations—either in night, correspondence or day courses—have indicated to them as a foundation text-book for their studies "The Packers' Encyclopedia."

This 545-page volume is the operating handbook of the industry. It takes up packing operations with the live animal, and carries them through to the finished product and by-product.

Its arrangement—though intended for the packinghouse operating man—is ideal for the student.

"The Packers' Encyclopedia" will be found in most public and college libraries. Students desiring to obtain copies for their own use, however, may obtain terms upon application to the Institute of Meat Packing, 116 S. Michigan ave., Chicago, Ill.

versity of Chicago, Chicago, Illinois. A tuition fee of \$2.50 is charged for each course, and in addition, there is a matriculation fee of \$10 which is paid when the student completes his first registration. This matriculation fee is in the nature of an initiation fee and is paid only once.

Other correspondence courses which are available are: Principles of Economics, Economics of the Packing Industry, Science in the Packing Industry, Managerial Accounting, Superintendence (Organization and Management), Superintendence (Labor), and Packing-House Operation (Beef). The Managerial Accounting course is divided into two parts, each of which is equivalent to one complete course.

Description of the Courses.

Description of the four new courses are given below:

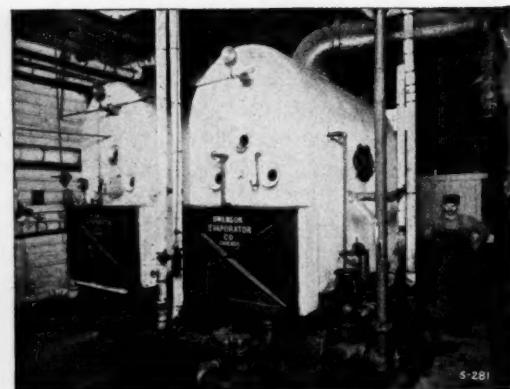
Packing-House Finance is a study of methods and procedure employed in financing packing-house operation. The following topics will be dealt with: The function of credit in industry; stabilizing credit; the Federal Reserve System; special credit requirements in packing; financing day to day buying and selling; financing purchases of live stock and supplies; sales and collection; branch-house finance; long time financing; different forms of borrowing; commercial paper; factors determining credit standing; corporate organization; corporate securities; reserve, surplus; stock dividends; and factors underlying the efficient use of financial resources.

Marketing of Meat Products offers a study of the localities of production, movements of the raw material, and processed products within markets; business of the packing-house; government supervision of marketing, the grading of animals, and meat; distribution of meat, wholesale and retail; regional demands for special products; exports, and methods employed therein. Principles of Economics and Economics of the Packing Industry or their equivalent will be required of all students who register for this course.

(Continued on page 46.)

Cuyahoga Rendering & Soap Co. Profits by Swenson Installations

Why Not You?



Double Effect Swenson Evaporator handling tank water in the plant of the Cuyahoga Rendering & Soap Co., Cleveland, Ohio.

Swenson installations meet every evaporating requirement of the packing-house and fertilizer plant. Our more than 30 years experience enables us to render you a real service in solving special problems. Whiting Corporation's complete manufacturing facilities are back of Swenson products.

Submit your evaporator problem to Swenson.
Bulletin E-122 on request.

Our Experiment Station at Ann Arbor is equipped to make tests, on a commercial scale (under the direction of Prof. W. L. Badger) on problems involving evaporation, crystallization, heat transfer, etc., at a moderate charge.

SWENSON EVAPORATOR CO.
(Subsidiary of Whiting Corporation)

HARVEY, ILL.

(Chicago Suburb)

SWENSON

September 20, 1924.

THE NATIONAL PROVISIONER

Chicago and New York

Official Organ Institute of American
Meat Packers and the American
Meat Packers' Trade and
Supply Association

Published Weekly by

The National Provisioner, Inc.

(Incorporated Under the Laws of the State of
New York)

at the Old Colony Building, 407 So. Dearborn
St., Chicago

Eastern Office, 15 Park Row, New York.

OTTO V. SCHRENK, President.

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United States	\$3.00
Canada	1.00
All Foreign Countries In the Postal Union, per year.....	5.00
Single or Extra Copies, each.....	.10
Back Numbers, each.....	.25

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Malicious Ignorance

An article displaying the most amazing ignorance of a great industry appeared recently in an Oregon grocery paper. It was written by one who poses as an authority, and was reproduced in a farm paper of an Eastern agricultural state without any attention being called to its absolute unreliability, and to the reflections cast on the indirect product of every beef cattle farm in the country.

This article was related to oleomargarine, a product made by many packers from the finest fats of the beef carcass. It was equally defamatory of margarine, of which the chief constituent is some of the vegetable fats of the finest quality and produced under the best conditions. The finished product is manufactured in surroundings as sanitary as it has been possible to make them.

Oleomargarine is subjected to government inspection from the time the animals

THE NATIONAL PROVISIONER

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from which the fat is taken come into the stock yards up to the product in its final carton. It is all "U. S. Inspected and Passed," and this stamp stands for its purity and not merely for its grades, as is the case which much of the butter sold throughout the country.

This Oregon editor has made assertions not even remotely related to actual facts. He has tried to tell the dairy farmers of his state what they wanted to hear rather than actual facts. At the same time he has endeavored to poison the minds of the consuming public.

The author of this article is so ignorant that he does not even know the difference between the raw product and the process of manufacture of oleomargarine, a highly edible product, and the raw product and manufacture of inedible grease.

Such publicity as is put out in this article should be combated by every producer of market cattle. It was written for consumption where dairy farmers are seeking an outlet for their own product, regardless of whether that product is pure or not.

If butter is made from cream produced by cows guaranteed free from tuberculosis, if the product is churned in inspected and sanitary quarters and is handled under government supervision, then butter would be in a class to compete with oleomargarine. As it is now, much of the butter marketed cannot even approach oleomargarine as to purity.

The fight being made against oleomargarine is so determined that the question naturally arises whether it is waged in an effort to distract public attention from the unsanitary methods followed in the production of much of the butter offered to the consuming public.

Packers have nothing to hide in their manufacture of oleomargarine. In fact, there is much to be advertised in it. They have been forced to bear the brunt of the unwarranted fight on their product made by the dairy interests, and have done this without co-operation of the beef cattle interests of the country, which are also affected by these fights.

The "millions" made by them in the sale of this product, referred to by the author of the article in question, would not pay many dividends. The manufacture of this product is only one effort to make a little more out of the beef carcass, which returns little enough to both producer and packer. Such profits as there are are returned in part to the producer, help in part to carry the overhead of the packer, and contribute their mite to the earnings of each company manufacturing the product.

Beef cattle raisers should be just as

much interested in the fight made on oleomargarine as are the packers. Farmers who participate in such fights and tolerate the publication of articles such as the one referred to are unfair to agriculture in general, unfair to the consuming public and unfair to an honest manufacturing industry.

Such efforts constitute a type of partisanship condemned by every principle of good fellowship and fair dealing in business. They should be outlawed from the business world and those instigating them forced to a proper appreciation of what constitutes business ethics. Instead of reprinting such articles, agricultural editors should condemn them, and note the authors as demagogues, or paid propagandists.

Where Do You Stand?

The general outlook for agriculture is improving, and there is little to indicate lower prices for livestock the coming fall and winter.

With a continuing and increasing high price for raw product, packers can ill afford to gamble on the future. They must know "where they are at." How many do know this, when the average price of live hogs is above the \$9 mark and hams, picnics, loins and bellies are at their present level?

The natural assumption is that manufacturing and selling costs have been pared to the bone. The only place, then, to get the money for higher-priced livestock is from the sale of the packer's finished products.

Prices for these are ridiculously cheap, oftentimes held at low levels by forced, panic or some other type of "suicide" sales, disastrous to their perpetrators and to the market generally.

The war is always active between buyers and sellers, the latter trying to get the most possible out of their sales and the former trying to get products as cheaply as possible. These things are, of course, fundamentals of trading. But sellers should not permit themselves to be beaten below the market price for the grade and quality of product they have for sale, merely for the sake of making a showing on "turnover."

The outstanding fact is that it is going to require keen business ability to handle the market situation during the coming season.

Every packer will do well to keep his eyes on his cost sheets, his test sheets, and his sales sheets. At no time can he afford to be in ignorance of just where he stands.

PRACTICAL POINTS FOR THE TRADE

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Curing for Retailers

A Chicago retailer writes as follows:

Editor The National Provisioner:

Having read your pages for retailers. I am taking the liberty of asking you for a formula for curing corned beef and S. P. pork.

I have had good success, but realize that I haven't just what the people in my district want in cured beef or pork.

We presume this retailer is in the same fix as about 50 per cent of the retailers. Beef for corning is generally put away after it is unsalable in the fresh state, and a piece salted today and a piece salted tomorrow in the same barrel.

Naturally it is not possible to get first-class goods salted and cured in such a manner.

In order to produce an A-1 corned beef or S. P. pork, it must be salted away as fresh as possible. It is hard to give a set rule for a retail shop where only one or two pieces are put down at a time. The best formula to use for that purpose would be as follows:

Make a salt brine about 65 on the salometer. (If salometer is not handy use a potato; potatoes will swim half way out of the brine when it is strong enough). To a half barrel of pickle add 2 lbs. of granulated sugar and a quarter of a pound of saltpeter. Stir well and take out all skimmings. These skimmings are injurious to the meat.

About 14 days will cure the product thoroughly. But care must be taken that the freshest pieces added to it are kept separately, or else are marked with the day they are put in.

But if a retailer has enough sale for corned beef so that he can salt it away in 100 lb. lots, here is a good formula:

Use beef or pork in the fresh state. Take

100 lbs. meat
2½ lbs. salt
1 lb. granulated sugar
4 oz. granulated saltpeter.

Cover bottom of barrel with a little salt, and rub each piece individually with the mixture and pack it tight in barrel. Weight it down and pour in some pickle, as prescribed before, to fully cover it. Repack after 5 days, and you will have the finest beef within two weeks.

Another Corned Beef Cure.

Another curer suggests that the following ingredients should be used in making pickle for corned beef:

50 gals boiled water
95 lbs. salt
7 lbs. 8 oz. granulated sugar
2 lbs. 11 oz. double refined nitrate of soda or saltpeter.

This quantity of pickle should cure between 900 and 1,000 lbs. of beef, figuring about 5½ gals. of pickle to each 100 lbs. of meat.

Care should be taken that the meat is well submerged in the pickle, and the barrel or tierce covers weighted down. Also carry the product as near proper curing

temperatures as possible: namely, 36 to 38° F.

Overhaul the product at about 5, 10 and 15 days after putting in cure.

Cure for Fresh Pork.

For fresh pork, use the following dry-cure ingredients in 50 gals. of boiled water:

87½ lbs. salt
7 lbs. 8 oz. granulated sugar
2 lbs. 11 oz. double refined saltpeter.

Use the same precaution in curing pork products as regards temperatures and overhauling dates.

Steam in Smoke House

A curer in Michigan asks for the following information:

Editor The National Provisioner:

Kindly advise regarding the use of steam coils in smokehouses for hams and bacon.

I smoke my meats with hickory wood, partly green, but the meats come out rather dark after 24 hours.

I have an idea that a steam coil would dry the surface of the meat, and that smoke could be applied to make a light amber color in six or eight hours.

My smoke house is about 4½ ft. wide and 8 ft. long. The fire pit is 8 ft. below the floor. The house is provided with track, and the floor is composed of an iron grating.

In regard to the use of steam coils in smokehouses for hams and bacon, old-time experts believe the only advantage is the control of temperatures during extreme cold weather. Whether the climate is not severe there is no necessity for steam coils.

We note that you are using hickory wood partly green, and the meats come out rather dark after 24 hours smoking. Under the circumstances this is not surprising.

It is suggested that you purchase your requirements of hickory wood considerably further in advance, so as to give the wood an opportunity to thoroughly dry out. Green wood will always darken the meat, and the product must remain longer in the smokehouse than necessary.

With dry fuel you should be able to reduce smoking time 6 to 8 hours, and obtain a bright, attractive color.

[Complete instructions for "Smoking Bacon and Hams" have been printed by THE NATIONAL PROVISIONER and may be obtained by subscribers upon sending a 2-cent stamp to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.]

Make Right

A packinghouse foreman with a lot of practical experience has been visiting a number of pork packing plants recently.

He kept his eyes open—and what he saw was a lot!

He will tell what he saw in THE NATIONAL PROVISIONER, and will draw some practical conclusions. There will be "Don'ts" and "Do's" all the way from the shackling pen to the curing cellars.

Watch for "The Foreman."

Pork Roll or Jersey Ham

A sausage foreman in a small plant in Pennsylvania writes as follows:

Editor The National Provisioner:

I would like to know how the pork roll is made that I see sold around here.

The meat is raw and cured and stuffed in cloth bags. It is sold by retailers, cut about one-quarter inch thick.

The bags it is stuffed in weigh about 5 lbs. each when stuffed.

The inquirer's explanation as to "pork roll" is not entirely clear. It is assumed that this product is very similar to what is known as New Jersey ham, which is fine cut and stuffed in bags and usually paraffined. If so, the following formula and handling will apply:

Use strictly fresh lean pork, preferably butts and extra lean, choice-quality pork trimmings.

Make up in blocks of 150 lbs. and rock on a rocking machine until the meat is cut real fine.

For each 150 lbs. of fresh meat use 3 lbs. of salt, 8 oz. of granulated sugar and 2 oz. of saltpeter. Add during rocking process. Also use one quart of sweet No. 2 ham-curing pickle. (No. 2 means 50 degree strength.)

After meats are rocked, put in cooler and spread on shelving boards and allow to cure for 48 hours, in a temperature of 36 degrees to 38 degrees F.

Then stuff in cloth bags and smoke for about three hours, at a temperature of 90 degrees to 100 degrees. Slow cold smoke, using hardwood sawdust only.

Then dip in hot paraffin wax and sell soon as possible, keeping the product moving in a strictly fresh condition.

On the other hand, if the inquirer wishes to make a coarse-cut product similar to the pressed ham, the handling will vary.

Sausage Kitchen Output

A sausage manufacturer in the East writes as follows:

Editor The National Provisioner:

We will appreciate information as to the output of manufactured product of a bologna kitchen. By manufactured product we mean the product that is made up entirely at the plant. For example, sausage, bologna, etc. This does not include smoked meats and boiled hams.

For your further guidance we would say our bologna kitchen is modernly equipped in every way. The number of men at work in it numbers 19.

It is rather difficult to estimate your sausage capacity with the limited information furnished, as a great deal depends on the kind of product you manufacture.

However, if you carry 19 efficient men on your payroll, each man should produce 500 lbs. of finished product daily, or a total of 9,500 lbs. per day, providing the production does not run too much to sheep casing product.

Carcass beef sells chiefly on its good looks. What ruins the looks of a carcass? How should the carcass "splitter" work to prevent this? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

Care of Motor Trucks

[EDITOR'S NOTE.—This is the fourth of a series of stories on the care and operation of a motor truck, etc. This story is particularly important in regard to the care of the transmission.]

By F. A. Whitten, Chief Engineer,
General Motors Truck Company.

Never "coast" your truck down a hill. That is, do not descend a hill with a truck, loaded or empty, with the clutch disengaged.

By leaving the clutch engaged your motor assists in braking the truck and also relieves the brakes themselves of part of the strain and helps keep them from "burning." It is also better not to shut off the ignition, because if you do so on a long hill, the excess gas which accumulates during the descent may cause an explosion of sufficient force to ruin your muffler when the ignition is turned on again at the bottom of the hill. In addition it causes the carbon to form quickly.

Coasting is Bad Practice.—"Coasting," in many states, is against the law because it is conducive to traffic accidents due to the fact that a loaded truck may burn out its brakes or attain such a speed as to get beyond control on a steep hill. In addition, reengaging the clutch with the truck travelling at high speed can do almost irreparable damage to a truck.

Most motor truck engines are governed at a specified speed. If a truck travelling down a hill with clutch disengaged attains a speed of 35 to 40 miles per hour and its engine is governed at say 25 miles per

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Sterilized Flour—

Mould spores, high moisture, and excessive oil in ordinary flour may cause mould and souring in sausage.

Use a sterilized binder direct from the mill and have the guaranty of a quality product—Short's Sausage Binder.

Ask us for a free copy of an interesting article on Sausage Manufacture.

J. R. Short Milling Company
38th and Wall Streets, Chicago

Short Form Hog Test

Do you know each day how your hogs "cut out"?

Do you know how to figure all operating charges and expenses so as to get at your cutting profit or loss per day or per cwt?

THE NATIONAL PROVISIONER'S revised Short Form Hog Test enables you to keep track of this each day.

If you want a supply of these test forms for daily figuring fill out the following and mail it at once:

The National Provisioner,
Old Colony Bldg., Chicago.

Please send me copies of the Short Form Hog Test for daily figuring.

Name.

Street.

City.

Single copies, 2c; 25 or more, 1c each;
quantities, at cost.

hour, imagine what will happen if the clutch is reengaged with truck and engine running at these respective speeds.

May Ruin Truck.—If the load is sufficiently heavy, the entire driving mechanism may be torn out of the truck, or the least that may happen is the ruining of one of the propelling units.

Care should be taken in gear shifting. A green driver should in all cases be "broken in" by an experienced one until he "knows" his gear shift almost instinctively.

Don't Let Engine Labor.—Last of all, the driver should "keep up the momentum" of his truck in heavy going. He should never let the speed of his truck diminish to the "laboring" point before he shifts. The purpose of the transmission is to provide locomotion under all road conditions and failure to "shift" when it is necessary causes unnecessary strain.

Brands & Trade Marks

In this column from week to week will be published trade-mark applications of interest to readers of THE NATIONAL PROVISIONER which are pending in the United States Patent Office.

These have been passed for publication and are in line for early registration unless opposition is filed promptly. For further information address the National Trademark Co., Barrister Bldg., Washington, D. C., trade-mark specialists.

As an additional feature THE NATIONAL PROVISIONER offers an advance search, FREE OF CHARGE, on any mark our readers may contemplate adopting or registering. This will avoid the possibility of filing an application, only to find that an existing trade-mark prevents its use.

TRADE MARK APPLICATIONS.

The E. Kahn's Sons Company, Cincinnati, Ohio. For fresh, pickled, smoked and cured meats—namely, sliced beef, cottage style butts, skinned ham, selected bacon, meat (fresh), flat boneless cooked ham, dried beef, cooked boneless ham, calas, cooked trimmed ham, cooked boneless shoulder, bacon belly, shoulder, lard, sausage, etc. The trade mark consists of an oval, on which is the drawing of a rose, the whole colored with various colors. Application serial No. 182,348. Class 46, Foods and Ingredients of Foods. Claims use since about Dec. 1, 1907.

Pittsburgh Provision and Packing Co., Pittsburgh, Pa. For sausage, bacon, hams, corned beef, bacon bellies and calas. Trade Mark: CRESCENT, with the fanciful drawing of a bull's head within the letter "C." Application serial No. 196,966. Class 46, Foods and Ingredients of Foods. Claims use since about 1889. For lard and bacon. Trade Mark: DUQUESNE. Application, serial No. 196,968. Class 46, Foods and Ingredients of Foods. Claims use since Jan. 31, 1895.



Omaha Packing Company, Chicago. For hams. Trade Mark: UNDERWOOD. Application, serial No. 190,027. Class 46, Foods and Ingredients of Foods. Claims use since Jan. 1, 1882.

Swift & Company, Chicago. For cooked tongue, cooked meat roll, sausage, picnics and luncheon tongue. Trade Mark: BEACON. Application serial No. 200,783. Class 46, Foods and Ingredients of Foods. Claims use since Jan. 17, 1916.

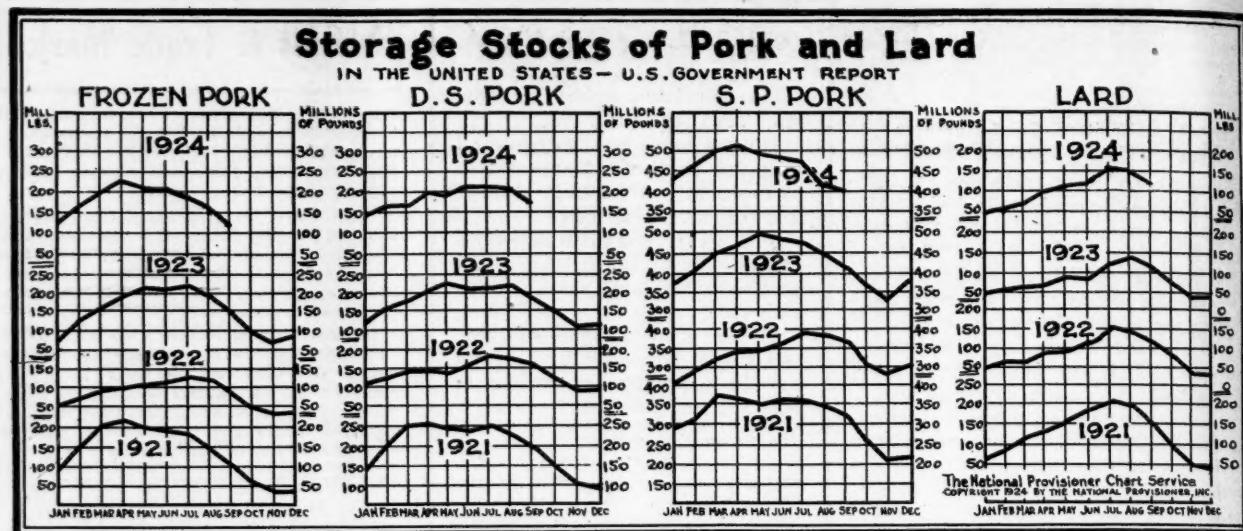
TRADE MARKS GRANTED.

Swift & Company, Chicago. For bacon. Filed April 26, 1924. Serial No. 196,208. Trade Mark: ACORN.

Swift & Company, Chicago. For bacon. Filed April 26, 1924. Serial No. 196,207. Trade Mark: RADIO.

The G. H. Hammond Company, Chicago. For fresh pork, sausage, corn beef, canned meats, cured hams and bacon. Filed May 11, 1923. Serial No. 180,475. Trade Mark: FAMOUS.





This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows stocks of frozen pork, dry salt and sweet pickle meats and lard for each month of 1924 to date, compared to stocks in the three years preceding.

All stocks are shown continuing the decline made last month. Smaller hog runs and a consequently lighter supply of product is responsible for this seasonal downward slant of the chart lines.

Lard stocks on September 1 were more than four million pounds lighter than the five-year average for that date, with the market showing continuous strength. Frozen pork, on the other hand, in spite of the heavy inroads made on stocks during the month, were 10 million pounds heavier than the five-year average.

Stocks of D. S. pork decreased 14 million pounds during the month, while 35 million pounds of S. P. pork were withdrawn from storage during the month. Unless something happens to increase hog runs, or decrease consumption materially, the lines on the chart should continue to go down until towards the close of the year, or until the start of the winter hog runs.

BRITISH PROVISION MARKET. (Special Report to The National Provisioner.)

Liverpool, England, Sept. 6, 1924.

The American bacon market continues rather dull. Larger supplies of bellies and Cumbenders are coming forward, and with only a slow demand, prices are inclined to be easier. Rather large arrivals of Danish bacon this week have tended to ease the demand for bale cures, and arrivals last week were not cleared; prices this week are in consequence reduced 6/- per cwt.

Hams have been reduced in price this week, and a little more interest is being shown at the lower figures.

Lard is in ample supply, and although the demand is rather quiet, the undertone is firm, and prices are being kept very firm.

CHICAGO PROVISION STOCKS.

Stocks of provisions in Chicago at the close of business on Sept. 14, 1924, with comparisons, are reported by the Chicago Board of Trade as follows:

	Sept. 14, 1924.	Aug. 14, 1924.	Sept. 14, 1923.
Mess pork, new, made since Oct. 1, '23, brls... .	382	430	2,900
P. S. lard, made since Oct. 1, 1923, lbs... .	58,327,338	62,904,462	46,289,161
Other kinds of lard..... .	8,262,770	11,525,123	4,460,104
Short rib middles, made since Oct. 1, 1923, lbs... .	2,237,375	2,066,957	3,648,379
D. C. clear bel- lies, made since Oct. 1, 1923... .	24,933,104	28,695,398	
D. S. rib bellies, made since Oct. 1, 1923... .	7,844,637	9,240,811	
Extra short clear middles, made since Oct. 1, 1923, lbs... .	206,844	342,280	291,105

DOMESTIC COMMERCE CHIEF.

The appointment of A. Heath Onthank, of Boston, Mass., as chief of the Domestic Commerce Division, Bureau of Foreign

and Domestic Commerce, to succeed Henry H. Morse, who recently resigned to become sales and export manager of the Florence Manufacturing Company of Gardner, Mass., was announced recently by Director Klein.

STOCKS IN COLD STORAGE.

The figures on which the above chart is based are as follows, in pounds:

	Frozen pork	S. P. pork	D. S. pork	Lard
Jan.	92,090,000	204,093,000	144,097,000	55,210,000
Feb.	150,594,000	316,328,000	202,996,000	83,546,000
Mar.	208,889,000	376,376,000	251,893,000	117,600,000
April	219,964,000	367,553,000	255,390,000	128,614,000
May	200,706,000	355,041,000	246,443,000	152,428,000
June	194,486,000	366,291,000	240,610,000	181,992,000
July	182,163,000	366,346,000	250,752,000	204,301,000
Aug.	149,435,000	346,523,000	231,512,000	184,490,000
Sept.	103,485,000	320,190,000	200,291,000	149,886,000
Oct.	64,682,000	257,245,000	149,975,000	85,115,000
Nov.	38,517,000	212,528,000	105,610,000	48,850,000
Dec.	37,513,000	221,345,000	96,751,000	42,001,000

Daily Market Service

The DAILY MARKET SERVICE, established to furnish the trade with authentic daily information of market prices and market transactions, is the latest addition to THE NATIONAL PROVISIONER'S trade service.

It includes market prices and transactions on provisions, lard, sausage meats, etc., together with daily hog market information, Board of Trade prices, etc. It covers export markets also.

It is mailed each day at the close of trading, and a handsome leather binder is furnished to subscribers for the purpose of filing the daily reports for ready and permanent reference. Subscribers also are entitled to free telegraphic service (messages collect).

Application for this service may be made to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill. The cost is \$1 per week, or \$48 per year, payable in advance.

	Frozen pork	S. P. pork	D. S. pork	Lard
Jan.	51,203,000	252,822,000	111,071,000	47,541,000
Feb.	71,722,000	284,487,000	128,689,000	61,202,000
Mar.	86,219,000	321,950,000	139,581,000	61,291,000
Apr.	76,765,000	347,275,000	145,153,000	68,051,000
May	103,077,000	364,274,000	162,000,000	68,056,000
June	114,571,000	362,389,000	157,659,000	123,798,000
July	128,962,000	391,474,000	186,948,000	154,254,000
Aug.	117,903,000	385,622,000	179,856,000	148,060,000
Sept.	84,815,000	369,187,000	165,668,000	119,755,000
Oct.	46,796,000	313,517,000	122,783,000	75,338,000
Nov.	30,688,000	281,811,000	85,671,000	65,750,000
Dec.	33,774,000	302,708,000	83,017,000	32,506,000

	Frozen pork	S. P. pork	D. S. pork	Lard
Jan.	72,278,000	377,107,000	121,126,000	48,808,000
Feb.	120,196,000	412,806,000	155,922,000	56,266,000
Mar.	154,377,000	451,278,000	178,024,000	59,101,000
Apr.	189,115,000	469,139,000	206,429,000	66,743,000
May	213,224,000	499,119,000	227,728,000	64,530,000
June	210,645,000	483,673,000	214,453,000	52,251,000
July	217,074,000	473,569,000	217,862,000	123,600,000
Aug.	193,062,000	449,541,000	221,716,000	43,578,000
Sept.	143,038,000	413,086,000	191,971,000	115,860,000
Oct.	85,715,000	371,371,000	146,974,000	72,608,000
Nov.	71,640,000	327,456,000	108,850,000	35,225,000
Dec.	82,068,000	384,604,000	110,824,000	35,317,000

	Frozen pork	S. P. pork	D. S. pork	Lard
Jan.	126,783,000	432,723,000	147,487,000	49,822,000
Feb.	105,822,000	408,500,000	168,141,000	56,161,000
Mar.	108,458,000	504,658,000	168,145,000	68,557,000
Apr.	227,284,000	512,190,000	192,984,000	85,722,000
May	215,767,000	500,683,000	191,882,000	102,317,000
June	201,728,000	483,372,000	206,009,000	127,949,000
July	186,586,000	473,914,000	212,158,000	152,529,000
Aug.	164,461,000	443,795,000	202,002,000	150,248,000
Sept.	121,610,000	408,132,000	180,629,000	124,552,000

LARD AND GREASE EXPORTS.

Exports of lard from New York, September 1 to September 17, were 22,691,769 lbs.; tallow, 503,600 lbs.; greases, 2,594,000 lbs.; and no stearine.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices Lower—Some Liquidation—Exports Moderate—Stocks Decrease.

The product market has been rather irregular the past week with a downward tendency to values. Prices, after advancing nearly 1½c a pound from the low level of August, have been drifting steadily downward with quite decided pressure, and the decline has continued.

The middle of the week, the market broke sharply, influenced by the decline in wheat and corn and the weakness in oil at New York. The situation is rather interesting in that while product has been declining, hogs have been relatively firm and have held up to the season's high price.

Product Market Not Following Hogs.

The situation in this respect has been quite unexpected, and shows that the product market has not responded to the action of the hog market. The fact that product has been declining while hogs have been advancing has resulted in a considerable narrowing of the spread between the product and the hogs and lessened the packing returns.

For a considerable time the situation was on a more favorable side for the packing interests. The decline in product is apparently in part due to the pressure of stocks for market and the sympathetic influence of the decline in grains and in oil.

The position of the product stocks shows a decrease in Chicago mid-month stocks of about 7,000,000 lbs., and a decrease in meats of about 4,000,000 lbs. which ordinarily should have had somewhat of a steady influence on the market.

Chicago Mid-Month Stocks.

The comparative figures of the mid-month Chicago stocks follow:

	Sept. 15, 1924.	Sept. 1, 1924.	Sept. 15, 1923.
Mess pork, blbs....	382	430	2,903
Lard, reg. lbs....	58,327,338	62,904,462	46,289,161
Other lard, lbs....	8,262,770	11,525,123	4,460,104
Short rib sides, lbs....	2,237,375	2,666,957	3,648,379
D. S. clear bellies, lbs....	24,933,104	28,666,398	.....
D. S. rib bellies, lbs....	7,844,637	9,240,811	.....
Extra S. C. sides, lbs....	206,844	342,280	291,105

The September 1 report of the stock of product at all points of the United States as reported by the U. S. Bureau of Agricultural Economics shows a decrease in lard of 25,000,000 lbs. for the month, and a decrease in meats of 99,000,000 lbs. This decrease in stock was evidently the result of the decrease in packing, and the steady shipment of product into distribution.

Storage Stocks in U. S.

The comparative figures of the stocks as reported by the Bureau follows:

	Sept. 1, 1924.	Aug. 1, 1924.	Sept. 1, 1923.
Beef, frozen....	20,115,000	20,435,000	24,625,000
Beef, cured....	10,783,000	12,258,000	11,954,000
Beef, in curds....	8,980,000	8,119,000	9,462,000
Pork, frozen....	121,640,000	164,049,000	148,753,000
D. S. pork, cured....	102,730,000	107,399,000	106,536,000
D. S. pork, in cure....	77,899,000	95,219,000	85,175,000
Pork, pkd., cured....	171,034,000	178,695,000	158,429,000
Pork, in cure....	237,098,000	265,223,000	255,369,000
Beef & mutton, frozen....	2,259,000	2,257,000	1,785,000
Meats, misc'....	64,228,000	67,935,000	65,928,000
Lard....	124,552,000	149,672,000	115,860,000

Packing continues to show a fairly steady decrease. The total so far this season is about 1,500,000 hogs under last year, which to an extent explains the reduction in stock, in view of the fairly steady outward movement. The recent shipments, however, have been disappointing.

The lard exports of the last week were 8,000,000 lbs. less than last year and meat shipments about 11,000,000 lbs. less than last year. Some of this decrease is credited to the advanced prices and the unwillingness of buying countries to follow the advance in America, excepting where the buyers are forced to take supplies at the higher price.

Another point is made in connection with this movement to the effect that the previous movement of product abroad on consignment is steadily being distributed from the receiving points. Shippers here are rather disposed to wait for the foreign

markets to absorb the supplies which have been shipped and know whether there will be a continuation of the demand when the consigned stocks are disposed of.

Feeding Situation Remains Good.

The feeding situation continues quite good. The fact that the middle of September has been reached and there has been no frost is creating an increasing confidence that the fall feed situation will be better than had been expected from the previous developments. The progress of the corn crop is slow, but each day of good weather means a very material lessening of the chance for a severe frost.

During the last twenty years the average date of killing frost west of the Mississippi at Dubuque, Ia., and Omaha, Neb., has been October 18th which would indicate that there is approximately another month of good weather or weather free from killing frost in which to mature the corn crop.

Some attention was attracted by the report that the French prohibition against the importation of American fresh pork, temporarily in abeyance from April 17 to Sept. 1 has been further extended to December 1. Importations are permitted under the regulations from North and South America until the date specified.

Produce Shipments Fairly Good.

Shipments of product from western packing points continues fairly good. The past week Chicago shipped 18,000,000 lbs. of cut meats against 20,000,000 lbs. last year; 40,000,000 lbs. of fresh meats against 28,000,000 lbs. last year and lard, 14,600,000 lbs. against 13,300,000 lbs. a year ago.

The movement from Chicago for eleven months this year has shown an important increase over last year both in the receipts and shipments. The receipts of cut meats at Chicago for the period have increased 194,000,000 lbs. and shipments have increased 187,000,000 lbs. Lard receipts for the time increased 77,000,000 lbs. and shipments have increased 19,000,000 lbs.

PORK—The market at New York was quiet and steady with demand only fair, with mess quoted at \$29.75, family \$30. Short clears, \$25@32. At Chicago cash pork was quoted at \$28.

LARD—The market was irregular and on the whole easier. Domestic demand was fair but export demand quiet, although England was reported to have been a fair buyer of steam lard. At New York prime western was quoted at \$14.00@14.10; middle western, \$13.85@13.95; city, 13½c; refined to the continent, 15½c; South America, 16c; Brazil kegs, 17c; compound, 12½c@13½c.

At Chicago regular lard in round lots was quoted 15c over Sept. Loose lard, 7½c under Sept.

BEEF—The market was dull but steady with mess at New York \$17@18; packet, \$17 to \$18; family, \$20@21.50; Extra India mess, \$34@\$35; No. 1 canned corn beef, \$2.35, No. 2, 6 lbs. \$15, pickled tongues, \$55@65, nominal.

SEE PAGE 39 FOR LATER MARKETS.

Week ending September 13, 1924.

	Hams and shoulders	Bacon	Lard	Pickled
Districts from which exported	thousand pounds.	thousand pounds.	thousand pounds.	pork barrels.
Boston.....	1,436	840	192	.....
Detroit.....	799	999	95	95
Port Huron....	1,119	1,035	589	114
Key West.....	220	30	746	.....
New Orleans....	30	4	511	8
New York.....	5	2,519	9,089	70
Philadelphia.....	.....	57	.....	.....

*Revised to July 31, including exports from all ports.

September 20, 1924.



Hooray!—hoorAY!

No more Hams off-color—no more SHRINKAGE—no more wasted steam—and now one man does the work of three!

How and Why?

Read what one firm says about this new and simple way of increasing profits on Ham Cookers:

"Before using your device, three men took care of our battery of ham cooking vats. No matter how careful they were, the temperature of the water often went too high, which shrunk and spoiled the appearance of the hams; and when the temperature got too low, the flavor, appearance and keeping quality of the ham was spoiled.

"Your automatic Temperature Regulators have turned these losses into EXTRA PROFITS. One man now handles this work. We figure saving of shrinkage alone pays cost of your regulators several times a year, to say nothing of the steam saved in heating, and the splendid appearance and uniform quality of our hams."

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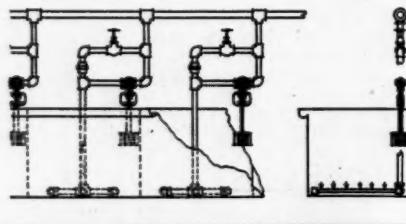
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Principal Cities. See
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tory.**



Self-operating, requires no compressed air. Simple in construction and sturdily built. Easy to install. Keeps the temperature within 2° of the point at which it is set. Most inexpensive and accurate regulator for ham cooking vats. Illustration below shows its application.

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FERTILIZER HAND BOOK.

The 17th annual American Fertilizer Hand Book is just off the press. It is divided into several sections, each dealing with a particular phase of fertilizer manufacturing. In addition, several directories of various classifications are given.

The latest and most authoritative information on all fields of fertilizers is given, together with a comprehensive review of the season. Practically every question that could be raised about the industry, statistical or otherwise, can be answered in the book.

In addition, abstracts of the fertilizer laws of every state in the Union are given. The directories contain acid phosphate manufacturers, agricultural experiment stations and directories, cottonseed oil mills, fertilizer manufacturers, and other lists. It is published by Ware Bros. Company, publishers of "The American Fertilizer," 1010 Arch street, Philadelphia, Pa., and sells for \$5.00.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending September 13, 1924, with comparisons, as follows:

Western dressed meats:	Week ending Sept. 13.	Previous week.	Cor. week.
Steers, carcasses	8,848	6,964	8,370
Cows, carcasses	1,656	906	900
Bulls, carcasses	498	315	268
Venl, carcasses	0.917	10,390	8,322
Hogs and pigs			1,461
Lambs, carcasses	23,166	22,220	19,746
Mutton, carcasses	5,211	6,741	6,327
Beef cuts, lbs.	153,366	114,118	106,496
Pork cuts, lbs.	955,921	700,171	803,190

Local slaughters:

Western dressed meats:	Week ending Sept. 13.	Previous week.	Cor. week.
Cattle	10,803	8,054	7,607
Calves	15,010	12,561	10,032
Hogs	51,706	38,125	48,696
Sheep	56,447	39,365	45,650

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported for the week ending September 13, 1924, with comparisons, as follows:

Western dressed meats:	Week ending Sept. 13.	Previous week.	Cor. week.
Cattle	10,803	8,054	7,607
Calves	15,010	12,561	10,032
Hogs	51,706	38,125	48,696
Sheep	56,447	39,365	45,650

Local slaughters:

Western dressed meats:	Week ending Sept. 13.	Previous week.	Cor. week.
Cattle	10,803	8,054	7,607
Calves	15,010	12,561	10,032
Hogs	51,706	38,125	48,696
Sheep	56,447	39,365	45,650

F. C. ROGERS BROKER Provisions

**Philadelphia Office:
267 North Front Street**

**Trenton, N. J.
Frost-Richie Building
State & Warren Streets**

**New York Office:
431 West 14th Street**

reported as follows for the week ending September 13, 1924:

Western dressed meats:	Week ending Sept. 13.	Previous week.	Cor. week.
Steers, carcasses	3,807	2,631	2,480
Cows, carcasses	693	688	668
Bulls, carcasses	209	210	259
Veal, carcasses	1,904	1,502	1,481
Lambs, carcasses	9,519	8,005	5,533
Mutton, carcasses	1,028	2,049	2,237
Pork, lbs.	334,387	331,989	307,800

Local slaughters:

Cattle	2,441	1,686	1,005
Calves	2,539	2,170	1,504
Hogs	18,269	14,076	10,927
Sheep	5,800	5,675	5,067

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending September 13, 1924, with comparisons:

Western dressed meats:	Week ending Sept. 13.	Previous week.	Cor. week.
Steers, carcasses	3,064	2,750	2,483
Cows, carcasses	1,285	1,041	901
Bulls, carcasses	84	60	56
Veal, carcasses	1,611	1,283	1,003
Lambs, carcasses	15,008	14,311	10,102
Mutton, carcasses	274	787	581
Pork, lbs.	440,208	363,800	64,662

EXPORTS OF PROVISIONS.

Exports of provisions from Atlantic and Gulf ports for the week ending September 13, 1924, with comparisons:

PORK, BBLS.	Week ended Sept. 13, 1924.	Week ended Sept. 15, 1923.	From Nov. 1, 1923, to Sept. 15, 1924.
United Kingdom...	160	...	2,066
Continent...	265	804	16,245
So. & Cent. Amer...	...	...	30
West Indies...	...	...	15,512
Total	425	804	34,541

BACON AND HAMS, LBS.

United Kingdom...	9,157,500	14,100,800	447,070,500
Continent...	1,629,000	5,378,400	236,928,778
So. & Cent. Amer...	...	...	1,435,500
West Indies...	92,500	...	5,468,700
B. N. A. Colonies...	30,000	102,000	1,245,700
Other countries .....	...	...	2,027,600
Total	10,906,000	10,851,000	693,934,655

LARD, LBS.

United Kingdom...	3,634,225	4,460,511	215,761,129
Continent...	10,032,277	15,600,983	518,062,123
So. & Cent. Amer...	130,000	20,000	4,804,424
West Indies...	227,252	...	4,769,056
B. N. A. Colonies...	...	...	123,700
Other countries .....	...	...	222,572
Total	14,023,754	20,141,494	743,012,857

RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, lbs.	Bacon and hams, lbs.	Lard, lbs.
New York	425	1,077,754	10,077,754
Boston .....	...	831,000	1,074,000
Philadelphia .....	...	...	112,000
Baltimore .....	...	25,000	56,000
New Orleans .....	...	...	204,000
Montreal .....	...	6,360,000	1,900,000
Total week	425	10,909,000	14,023,754
Previous week	520	9,949,500	11,394,078
Two weeks ago	497	7,399,500	11,053,023
Cor. week, 1923	804	19,851,000	20,141,494

Comparative summary of aggregate exports in lbs. from Nov. 1, 1923, to Sept. 18, 1924.

1923-1924. 1922-1923. Decrease.

Pork, lbs 6,908,200 9,033,400 2,725,160

Bacon & Hams, lbs. 693,934,035 714,816,904 20,882,969

Lard, lbs. 743,912,827 777,215,079 33,302,222

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—A fairly good turnover in tallow has been reported this week, and the market was somewhat easier, prices declining about a quarter cent a pound compared with last week. Outside extra New York is selling on the basis of 8½c loose, f.o.b., while rumors have been current of sales of extra at 8¼c, ex-plant, equal to 8½c delivered.

Consumers' demand was in evidence, but buyers appeared interested in quantities only on concessions. The weakness in cotton oil and the heavy tone in all greases had influence.

At Chicago the market for tallow remained rather dull with offerings fairly liberal, and inquiries small: At the London auction, 953 casks were offered on Sept. 17 of which 645 were sold at priced 6d to 1s lower, mutton selling at 46s 6d @47s 6d, beef at 46s@47s 6d. and good mixed at 46s@46s 6d.

At Liverpool Australian tallow was dull and unchanged, with fine quoted at 46s 9d, and good mixed at 45s 6d. At New York special was quoted at 8½c, extra at 8¾c delivered, and edible at 10½c. At Chicago prime packer was quoted at 8¾c @9c, fancy 9@9½c, and edible 9½@9¾c.

STEARINE—The market was inactive and weak, with prices ¾c lower for the week, with no important business reported. At New York oleo was twelve cents asked, and lard stearine 17c asked. At Chicago trade was also dull, with oleo quoted at 13½@14c.

OLEO OIL—The market was about steady with extra New York 18c nominal, medium 15½@16c, and lower grades 14½c. At Chicago extra was quoted at 17½c.

SEE PAGE 38 FOR LATER MARKETS

LARD OIL—Demand has been limited and the market on the whole fairly steady. At New York edible was quoted at 17½c extra winter 14½c; Extra No. 1 at 12½c; No. 1 at 11½c; No. 2 11½c.

NEATSFOOT OIL—A fairly good consuming demand for all grades has been in evidence and the market was fairly steady as a result. At New York pure was quoted at 15c extra 12½c No. 1 at 11½c, cold pressed at 19½c.

GREASES—A rather slow demand has been reported the past week and influenced by an easier trend in tallow, other oils and competitive greases, this market has been somewhat lower. No improvement in demand was noted and consumers as far as possible were holding off and awaiting developments.

At New York yellow was quoted at 7½c, choice house 7½; A White 8½; B White 8c and choice white 11½c nominal. At Chicago demand was dull and offerings fairly liberal. The west reported Rotterdam bidding for round lots for choice white Sept. shipment but not up to packers ideas.

Chicago had bids of 11½c c.a.f. New

York for choice white for export from New York but was asking 12c. At Chicago brown was quoted at 6¾c, yellow 7 to 7½c; B White 8½@8½c, A White 9@9½c and Choice white 10½@10½c.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, September 17, 1924.—The market is somewhat easier as far as tank-

age, dried blood and cracklings are concerned. Offerings of cracklings are more numerous and counter-bids are being solicited, with very little business being done.

South American blood and tankage is an exception and prices are firm because the quantities available are rather small.

Nitrate of soda is being sold at lower prices but sulphate of ammonia is very scarce because the leading producers are sold out over the balance of the year.

Packinghouse By-Products Markets

Blood.

Chicago, September 18, 1924.

The blood market is very quiet. There is a little easier tendency, with little trading.

Ground	Unit ammonia.	Per ton.
Crushed and unground	\$4.00@4.10	\$35.00@65.00
	3.80@3.90	

Digester Hog Tankage Materials.

This market is quite a little easier, most trading being done at lower prices than last week's.

Ground, 10 to 12%, ammonia	Unit Ammonia.	Per ton.
Unground, 11 to 13%, ammonia	\$3.85@4.10	\$26.00@50.00
Unground, 7 to 10%, ammonia	3.40@3.60	
	3.00@3.30	

Fertilizer Tankage Materials.

The fertilizer tankage materials market is very quiet, with not much change from last week.

High grade, ground, 10-12%, ammonia	Unit ammonia.	Per ton.
Lower grade, ground, 6-9%, ammonia	\$2.90@3.00	\$28.00@29.00
Medium to high grade, unground	2.50@2.80	
Lower grade, unground	2.30@2.50	
Hoof meal	2.00@2.20	
Grinding hoofs, pigs' toes, dry	2.90@3.00	
	25.00@30.00	

Bone Meals.

This market is somewhat easier for the most part.

Raw bone meal	Per ton.	Per ton.
Steamed, ground	\$28.00@30.00	\$28.00@29.00
Steamed, unground	20.00@22.00	70.00@80.00
	15.00@17.00	33.00@35.00

Cracklings.

The cracklings market is quiet. The market has developed a sort of waiting tendency. Offerings are scarce.

White grease under 1% f. f. a.

Are you getting it from your hog products? If not, why not? You know the market value of such greases. Why sell at a low price, when you might top the market?

The secret is in the hashing and handling. A few dirty black guts will ruin an entire tank of grease.

Get a Gut Hasher that's fool-proof and will give you High-Grade Grease!

Write for information to

THE HILL MANUFACTURING COMPANY

Monadnock Building,

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The Ussesa Sanitary Catch Basin for

Reclaiming Fats from Waste Waters

Exclusive Distributors since 1914—Beware of Imitators

Reduces the free fatty acids to a minimum.

Our first SIZE A apparatus was installed in 1914 by ARMOUR & COMPANY to take care of their waste waters in their New York City plant. Since that time we have supplied Armour & Company for many of its branches throughout the United States and South America. Send for our data and reduced price list.

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GEO. H. JACKLE

BPOKER

40 Rector St., NEW YORK

Tankage	Blood
Liquid Stick	Bones
Bone Meal	Hoofs
Cracklings	Horns

Let Me Sell Your By-Products
for You.

September 20, 1924.

Fighting Malnutrition With Margarine.

Since more than 225,000,000 pounds of margarine were eaten by the people of the United States last year, and since this compound of refined animal and vegetable fats has become established as a staple food, it is important that consumers should be properly informed about its dietary properties. During the past year margarine, through chemical analysis and feeding experiments, has been subjected to scientific tests which have demonstrated beyond question its high nutritive value.

The importance of fats in the human diet has long been recognized. Fats furnish the fuel that keeps the vital organs functioning properly. The invention of margarine has made it possible to utilize as human food wholesome animal and vegetable oils which formerly played little or no part in increasing the world's food supply.

Margarine, more than any other food discovery of modern times, has pushed far into the future the spectre of a world famine foreseen by the disciples of Malthus when the world's population grows beyond the limits of sufficient food production.

Vitamins in Margarine.

The most recent advance in dietetics has been due to the discovery of the mysterious growth-promoting elements known as vitamins. Experiments have shown that these elements are contained in margarine, and laboratory tests have proved that margarine may have as high a vitamin content as the best creamery butter. The discovery is of particular importance in the study of child nutrition, for vitamin deficiency is now known to be the chief contributing cause of the malnutrition from which a large proportion of school children suffer to a greater or less degree.

Some parents still cherish the erroneous belief that the only satisfactory way to add vitamins to the diet is through milk and butter. This mistake is due largely to the attempts of dairy interests to identify vitamins exclusively with butter fat, and to make the public believe that butter is our main source of vitamin supply. The fact that vitamins are present in margarine, "the poor man's butter," proves that a beneficent nature has distributed these essential nutrition elements widely and placed them within the reach of all.

The fact is that butter varies widely in its vitamin content, depending upon the age of the cow from which it comes and the food which the animal eats. Winter butter, produced from the cream of a cow that is stall-fed on dry grains and fodder, contains a far lower percentage of vitamins than butter produced when the animal is eating fresh green food.

Margarine, on the other hand, being a synthetic product regulated by exact manufacturing process, makes it possible to control and standardize this vitamin content.

The presence of vitamins in margarine has been officially recognized by the Bureau of Chemistry of the Department of Agriculture in granting to manufacturers of margarine permission to print on their

packages the words "Contains Vitamins."

The high digestibility of margarine has been reaffirmed by recent laboratory experiments with both human and animal subjects, data resulting from which is now in the possession of the Institute of Margarine Manufacturers.

JULY MARGARINE STATISTICS.

Following are the figures of actual production of margarine for the month of July, 1924, as reported by margarine manufacturers to the U. S. Department of Agriculture.

UNCOLORED MARGARINE.

	July, 1923.	July, 1924.
Exclusively animal	25,400	47,927
Exclusively vegetables	4,881,201	5,784,106
Animal and vegetable	7,901,615	8,549,924

COLORED MARGARINE.

	July, 1923.	July, 1924.
Exclusively animal	160,306	218,630
Exclusively vegetable	440,703	532,789
Animal and vegetable	18,400,225	15,153,376

The reports of the Bureau of Internal Revenue are estimates based on the value of stamps sold during the month and are not given in this report.

There was an increase of 1,744,151 pounds in July, 1924, over the corresponding month a year ago, or about 13%.

VEGETABLE OIL IN BRAZIL.

The increase in exports of oil-bearing seeds for 1923, as compared with 1913 and 1922, is indicative of the rapid strides which this industry is making in Brazil. In 1913 the exports were 54,594 metric tons, in 1922 they were 92,264, and 100,019 metric tons in 1923.

Most of the Brazil nuts are shipped to the United States, cottonseed and peanuts to Great Britain, babassu and "Tucum" coconuts to Germany, castor seed to Belgium and most of the other seeds to Italy and France. In 1922 there were 68 oil factories in that country, of which 36 were cottonseed oil mills and 14 for babassu oil, according to official figures furnished the Department of Commerce by Consul General A. Gaulin, Rio de Janeiro, Brazil.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Sept. 16, 1924.—Latest quotations on chemicals and soapmakers supplies:

Seventy-six per cent caustic soda, \$3.76@3.91 per cwt.; 98% powdered caustic soda, \$4.16@4.45 per cwt.; 58% carbonate of soda, \$2.04@2.10 per cwt.

Clarified palm oil in casks of 2,000 lbs., 8½@8¾c lb.; olive oil foots, 9¾@10c lb.; East India Cochin cocoanut oil, 14½@15c lb.; Cochin grade cocoanut oil, domestic, 11½c lb.; Ceylon grade cocoanut oil, 11c lb.

Prime summer yellow cottonseed oil, 12½@13c lb.; soya bean oil, 14c lb.; peanut oil in barrels, New York, deodorized 15c lb.; red oil, 8¾@9c lb.

Extra tallow, f. o. b. seller's plant, 8½c lb.; dynamite glycerine, nominal, 18c lb.; saponified glycerine, nominal, 13½c lb.; crude soap glycerine, nominal, 12c lb.; chemically pure glycerine, nominal, 19c lb.; prime packers grease, nominal, 7½@7¾c lb.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, September 1 to September 17, 25 bbls.

SOUTHERN MARKETS.

Dallas.

(Special Wire to The National Provisioner.) Dallas, Tex., Sept. 18, 1924.—Prime cotton seed delivered Dallas, \$32.00; prime crude cotton seed oil, f. o. b., 7½c; cracked cake and meal, f. o. b., \$39.50; hulls, \$8.00; mill run linters, 4½c. Nice rain yesterday.

Memphis.

(Special Wire to The National Provisioner.) Memphis, Tenn., Sept. 18, 1924.—Crude firmer today; sales Valley and Arkansas at 8c, Sept. and early Oct. Offering restricted on account of slow movement of seed. Forty-one per cent meal, \$40.00, Memphis; loose hulls, \$9.00. Unfavorable weather, due to rain, likely to delay picking and ginning several days.

New Orleans.

(Special Wire to The National Provisioner.) New Orleans, La., Sept. 18, 1924.—After several days' decline, crude is decidedly firmer on account of decreased movement in seed and advancing tendency of same. Eight cents lowest price today; refined more active. Thirty-six per cent meal, \$38.00; 11% meal, \$41.00; 43% meal, \$42.50; loose hulls, \$10.90; sacked hulls, \$14.00.

VEGETABLE OIL MARKETS.

COCOANUT OIL—A better demand has been in evidence of late and the market was quite steady with sales at 8½c in bulk New York while sellers tanks sold at 9½c. Offerings were limited but renewed heaviness in tallow and in cotton-oil tended to check any advancing tendency and again made for a holding off policy. At New York Ceylon in barrels was quoted at 10¾@11c; tanks New York, 9½c; tanks coast, 8½@8¾c; edible barrels New York, 13@13½c; Cochin barrels, New York, 11½@11½c.

SOYA BEAN OIL—A fair demand was in evidence and prompt shipment coast was reported to have sold duty paid at 10¾c. Spot stocks are small and the markets generally steady. New York crude in barrels was quoted 13@13½c; tanks, 11½c, edible, 14½@15c, tanks, coast, 10½@10¾c.

PEANUT OIL—The market remains more or less nominal with supplies small and quotations difficult to secure.

CORN OIL—The market was somewhat weaker, with increased offerings and following the weakness in cotton oil. The break uncovered a fair demand, but the undertone, nevertheless, remained barely steady. At New York crude in barrels was 12@12½c; buyers' tanks f. o. b. mills, 9@9½c; refined barrels, New York, 14½@14½c; cases, \$13.38.

PALM OIL—The market was steady, owing to a lack of spot stocks, but demand was small, with buyers influenced by the heaviness in tallow. There is also a disposition on the part of consumers of palm oil to watch closely the developments in crude cotton oil. Cabled offerings were firm. At New York spot Lagos was 8½@8¾c; shipment, 7½c; Niger, spot, 7½c; shipment, 7¾@8c.

PALM KERNEL OIL—There was little feature to the market, and imported was steady at 9½@9¾c, New York.

SESAME OIL—The market was weaker, due to increased offerings and liquidation on the break in cotton oil. Spot supplies were quoted at from 12½@13c, while oil for shipment was nominally 12½c, delivered New York.

COTTONSEED OIL—Demand was small, and the market demoralized by the break in futures. Sept. oil sold down to 9½c, and it was believed that spot oil would not bring better than 10@10½c, New York. Sept. shipment crude, Southeast and Valley, 8c; Texas, 7½c.

VEGETABLE OILS WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Trade Larger—Prices Collapse—Liquidation and Deliveries Features—Cash Trade Slow—Crude Pressure Moderate—Prospects Large Cotton Crop—Action Other Commodities Effective.

Developments in the cotton oil futures market on the New York Produce Exchange the past week continued to be those of depression in values, especially so for the nearby deliveries.

The market at most times was under pressure from commission houses, and was featured by mild liquidation in September and extensive liquidation and pressure on the October delivery. The distant months were relatively steady, and surprisingly so, probably the result of short covering.

A History-Making Month.

During the past month the cotton oil market is believed to have made history; the highest price of the season for Sept. oil was made on Wednesday, August 20, when that delivery sold at 14c per lb., only to sell off and make a new low for the season on Wednesday, Sept. 27, when the Sept. sold down to 9½c, a break of 4½c per lb. in less than a month; or four weeks, to be exact, in which time the season's top and season's low were made.

The extensive decline in oil has been difficult to explain. With no apparent change in the position of actual oil, with the stocks of oil at this time of the year the smallest on record, prices have been steadily declining, and the market meeting with poor support, excepting from shorts.

To some of those who closely watch conditions in this market, the break is looked upon as the result of an effort "to bull the tail end of a short crop" while others feel that the break has been the result of the longs having overstaid their market, and having become panicky on the way down, and in an effort to limit their losses.

Increasing Confidence in Cotton Crop.

The collapse of the bull campaign in oil has probably been the result of the cotton crop outlook. From the outset of the season the prospects of the cotton crop have been decidedly more favorable than last year, and estimates on production have gradually been increased, until at the present time the trade is looking for from 13,000,000 to 14,000,000 bales in the next Government report.

This condition, with the high prices for actual oil, and the big premiums over the future months, resulted in a month or more of hand-to-mouth buying by the trade, with consumers still showing a disposition to hold off, as far as possible. In

all probability the cash situation was the undoing of the upward trend, together with the prospects for a much larger production this year than for the past few seasons.

Whether or not the declines have discounted the cotton outlook remains to be seen, but one thing is certain—a break of 2@4½c from the season's tops has shaken out the extensive long interest that has been in the market, has shifted the technical position from one of weakness to one of strength, and has placed the market in a position where it is readily in shape to respond to any improvement in the consumptive demand.

Spot Situation Hurt by Deliveries.

Delivery of about 2,000 bbls. on Sept. contracts this week wrecked the spot situation, Sept. going from a good premium to a discount of .25 under Oct. at one time, while hedging pressure, short selling, and liquidation in Oct. caused that month to lose all but .07 of its premium over January.

A leading commission house with southern connections in two days this week sold between 20,000 to 25,000 bbls. of Oct. oil, which was generally looked upon as liquidation of a long line, and the taking of the short side of a line as big as liquidated by some certain factors. This had considerable to do with the action of values, while commission houses stopped the oil delivered on Sept. contracts.

The house that sold Oct. heavily took

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The Gulf & Valley Cotton Oil Co., Ltd., New Orleans, La.
The International Vegetable Oil Co., Savannah, Ga.**



THE NATIONAL PROVISIONER

September 20, 1924.



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NATIONAL Carton Company JOLIET, ILL.

some of the tenders and, it was said, would stop 6,500 bbls. of Sept. oil all told, so that the theory gained ground locally that the Sept. oil was being absorbed with the intention of re-delivering it on Oct. contracts next month.

The break in Oct. was taken advantage of by refiners to take in some of their hedges, and should Oct. go to a discount under Jan., or the distant deliveries, there is no question that the refiners will transfer their Oct. to the later positions, thereby leaving Oct. an argument between the speculative longs and shorts, where the stronger side would probably win out.

Slow Movement of Seed Reported.

As far as can be learned, seed continues to move with disappointing slowness. The past week has witnessed extensive rains in Texas, and enormous rains in the Carolinas and Georgia, which naturally would place the roads in an unsatisfactory condition for hauling, but neither this, nor the decreasing lard stocks came in for much consideration.

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BROKERS EXCLUSIVELY
VEGETABLE OILS
In Barrels or Tanks
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COTTON OIL FUTURES
On the New York Produce Exchange

Crude oil came out sparingly most of the week, but around the low point, offerings were freer. Texas Sept. crude sold at 7½c, and first-class Oct. at 7¾c, with the southeast and Valley markets about ½c over Texas.

The lard market was under pressure from liquidation and an extensive decline in corn, and this, with the break in cotton to new lows for the season brought some pressure on the oil market, but not as much as would ordinarily be looked for. Lard maintained a premium of better than three cents a pound over oil, and sooner or later this premium is going to have a telling effect on oil consumption.

This Season's Crush to Be Heavy.

There can be no question but what the crush of oil this season will be much heavier than last year, but from a consuming view point, it does not appear as though the crush will be any too burdensome. The lard premiums are one point of advantage; compound will unquestionably sell at its proper discount under lard, so that a more normal compound trade can be looked for than the past year or two, when compound sold at a premium over lard. While the decline in the market has actually placed cotton oil on an export basis with the first real foreign interest in the market since the tariffs were placed on foreign oils in evidence.

For about the past week, every day has witnessed export sales of cotton oil. It is true that no large quantity has been worked as yet, with daily sales of 100 to 1,000 bbls., but it is believed that since the buying movement started, some 5,000 bbls. have been worked to Europe, at prices below those for foreign oil and with refiners quite optimistic regarding a revival in foreign trade.

This will be a material help, if it materializes, in view of the crop outlook, as Europe has taken in the past anywhere from 300,000 to 750,000 bbls. in a season.

COTTONSEED OIL—Market transactions

Thursday, September 11, 1924.

—Range— **—Closing—**
Sales. High. Low. Bid. Asked.

Spot	1085	a		
Sept.	200	1085	1085	1080 a 1085
Oct.	5700	1045	1009	1035 a 1037
Nov.	3200	1000	972	992 a 995
Dec.	2400	997	970	990 a 992
Jan.	5200	999	970	996 a 997
Feb.			1000	a 1010
Mar.	2000	1018	1000	1017 a 1018
April			1020	a 1030

Total sales, including switches, 18,700 P.
Crude S. E. 824 Bid.

Friday, September 12, 1924.

—Range— **—Closing—**
Sales. High. Low. Bid. Asked.

Spot	1050	a		
Sept.	100	1099	1099	1050 a 1075
Oct.	4900	1055	1017	1018 a 1020
Nov.	3800	1015	989	987 a 990
Dec.	2900	1010	985	985 a 987
Jan.	5300	1010	992	993 a 995
Feb.	100	1015	1015	1000 a 1010
Mar.	3000	1021	1008	1013 a 1015
April	100	1025	1025	1015 a 1030

Total sales, including switches, 20,200 P.
Crude S. E. 850 Sales.

Saturday, September 13, 1924.

—Range— **—Closing—**
Sales. High. Low. Bid. Asked.

Spot	1075	a		
Sept.	2000	1037	1018	1033 a 1035
Oct.	1200	1005	996	1000 a 1005
Nov.	3100	997	989	994 a 997
Dec.	1800	1000	988	1000 a 1002
Jan.			1005	a 1015
Feb.	800	1020	1015	1018 a 1020
March			1020	a 1035

Total sales, including switches, 10,900 P.
Crude S. E. 825 noml.

Monday, September 15, 1924.

—Range— **—Closing—**
Sales. High. Low. Bid. Asked.

Spot	1000	a		
Sept.	700	1060	1050	1040 a 1050
Oct.	5100	1050	1019	1019 a 1021
Nov.	500	1005	978	976 a 980
Dec.	2500	1001	972	973 a 974
Jan.	2600	1001	975	977 a 980
Feb.			980	a 990
Mar.	1400	1021	985	993 a 995
April			995	a 1010

Total sales, including switches, 12,800 P.
Crude S. E. 812½ noml.

Tuesday, September 16, 1924.

—Range— **—Closing—**
Sales. High. Low. Bid. Asked.

Spot	1000	a		
Sept.	100	1020	1020	1015 a 1020
Oct.	12000	1022	988	990 a 996
Nov.	1800	975	960	955 a 960
Dec.	2000	965	953	953 a 955
Jan.	3100	971	958	955 a 960
Feb.			955	a 970
Mar.	700	985	984	975 a 984
April			970	a 1000

Total sales, including switches, 19,700 P.
Crude S. E. 812½ Bid.

Wednesday, September 17, 1924.

—Range— **—Closing—**
Sales. High. Low. Bid. Asked.

Spot	935	a		
Sept.	1600	975	960	950 a 960
Oct.	21400	1000	950	953 a 954
Nov.	2000	955	934	943 a 945
Dec.	6800	961	935	943 a 946
Jan.	4200	968	940	946 a 947
Feb.			947	a 960
Mar.	3100	987	945	962 a 965
April			964	a 980

Total sales, including switches, 39,100 P.
Crude S. E. 775 nom.

Thursday, September 18, 1924.

—Range— **—Closing—**
Sales. High. Low. Bid. Close.

Spot	950	a		
September	955	950	970	a 1000
October	976	963	975	a 977
November	965	949	962	a 964
December	963	944	961	a 964
January	970	950	970	a 972
February			970	a 985
March	980	970	987	a 995
April			991	a 1000

SEE PAGE 39 FOR LATER MARKETS.

BRITISH OIL TRADE BETTER.

According to information from the trade, the vegetable oil industry in Great Britain was reasonably active during July, both imports and exports of oils and seeds increasing. Reports from Vice Consul Albert W. Scott, Hull, England, to the Department of Commerce, show that 63,236 tons of oils, cake and oilseeds were imported into Great Britain during July, 1924, compared with 28,285 tons for July last year. The total imports for the first seven months of 1924 were 549,745 tons, compared with 69,106 tons for the first seven months last year.

The exports of linseed, cotton and soybean oil for July, 1924, from Great Britain, were 3,349 tons, compared with 2,802 or July last year. The total exports for the first seven months of this year were 32,941, compared with 19,750 tons for the same period in 1923.

The Procter & Gamble Co. Refiners of all Grades of

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WHERE motors have to operate in unfavorable atmospheric surroundings, as in Packing Houses, they should wear an armor of special insulation.

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Eliminate insulation breakdowns and rewinding expense with Westinghouse specially insulated motors.

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Westinghouse

September 20, 1924.

THE NATIONAL PROVISIONER

39

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions and Lard.

Hog products irregular with a limited foreign demand, speculative liquidation and an erratic action in corn. Commission houses support prices on breaks. Packers have been fairly good buyers of Oct. lard. Stocks decreasing slowly. Western hog run comparatively moderate.

Cottonseed Oil.

Cottonseed oil market steadier toward close of week with letup in liquidation, scattered covering and change in sentiment on account of rains in the south and lack pressure in crude. Southeast and Valley crude, 8½c, bid, up to first week October shipment; southeast, all October 7½c. Seed advanced \$2.00 in an effort to bring about movement. About forty tanks Texas bleachable sold to Chicago at 8½c.

The Orient is buying back soya bean oil sold for shipment on account of political troubles. This action is likely to have an important effect on vegetable oil markets.

Quotations on cottonseed oil at Friday noon, were September, \$9.70@11.00; October, \$9.83@9.85; November, \$9.72@9.74; December, \$9.73@9.74; January, \$9.76@9.78; February, \$9.76@9.96; March, \$9.95@9.99; April, \$9.99@10.01.

Tallow.

Tallow, extra, 8½c.

Oleo Oil and Stearine.

Stearine, oleo, 12c, asked.

FRIDAY'S GENERAL MARKETS.

New York, Sept. 19, 1924.—Spot lard at New York, prime western, \$14.30@14.40; middle western, \$14.10@14.20; city, \$14.00; tubs; refined, continent, \$15.25; South American, \$16.00; Brazil kegs, \$17.00; compound, \$12.50@13.50.

Liverpool Provision Markets.

Liverpool, Sept. 19, 1924.—(By Cable)—Quotations today: Shoulders, square 78s; picnics, 54s; hams, long cut, 87s; hams, American cut, 83s; bacon, Cumberland, 86s; bacon short backs, 88s; bellies, clear, 89s; Wiltshire sides, American, 91s; Canadian, 92s; spot lard, 80s 6d.

Hull Oil Market.

Hull, England, Sept. 19, 1924 — (By Cable).—Refined cottonseed oil, 46s 6d; crude cottonseed oil 43s.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending September 11, 1924:

BUTCHER STEERS.

1,000-1,200 Lbs.

	Week ended Sept 11	Same week 1923	Week ended Sept. 4
Toronto	\$ 7.15	\$ 8.00	\$ 7.75
Montreal (W)	6.50	6.50	6.50
Montreal (E)	6.50	6.50	6.50
Winnipeg	5.50	6.25	6.00
Calgary	5.50	5.00	5.50
Edmonton	4.75	4.50	5.00

VEAL CALVES.

	12.00	12.50	13.00
Toronto			
Montreal (W)	8.50	10.00	8.50
Montreal (E)	8.50	10.00	8.50
Winnipeg	7.00	7.00	6.00
Calgary	4.50	5.75	4.25
Edmonton	4.25	5.50	4.00

SELECT BACON HOGS.

	11.25	11.35	11.80
Toronto			
Montreal (W)	10.25	11.00	11.00
Montreal (E)	10.25	11.00	11.00
Winnipeg	10.45	12.10	10.45
Calgary	9.90	11.27	10.17
Edmonton	9.35	11.50	9.90

GOOD LAMBS.

	13.25	13.00	13.00
Toronto			
Montreal (W)	10.75	10.50	10.00
Montreal (E)	10.75	10.50	10.00
Winnipeg	11.00	10.00	10.50
Calgary	11.25	11.00	11.25
Edmonton	11.50	10.50	12.00

RECEIPTS AT CENTERS.

SATURDAY, SEPTEMBER 13, 1924.

	Cattle	Hogs.	Sheep.
Chicago	1,000	3,000	1,000
Kansas City	1,000	2,000	1,300
Omaha	200	8,200	500
St. Louis	700	5,000	800
St. Joseph	250	2,500	3,000
Sioux City	700	6,000	500
St. Paul	1,500	1,000	200
Oklahoma City	200	300	.....
Fort Worth	200	200	.....
Milwaukee	100	100	2,500
Denver	100	800	200
Louisville	500	400	.....
Indianapolis	300	600	100
Pittsburgh	100	2,000	200
Cincinnati	600	1,800	700
Buffalo	100	2,000	500
Cleveland	300	1,400	500
Nashville, Tenn.	700	200	.....
Toronto	500	200	300

MONDAY, SEPTEMBER 15, 1924.

	Cattle	Hogs.	Sheep.
Chicago	29,000	42,000	33,000
Kansas City	48,000	7,500	18,000
Omaha	24,500	8,000	38,000
St. Louis	5,000	16,000	2,500
St. Joseph	6,500	4,000	5,000
Sioux City	8,000	6,000	1,500
St. Paul	11,000	6,500	5,000
Oklahoma City	2,200	1,200	.....
Fort Worth	5,000	1,600	.....
Milwaukee	400	600	300
Denver	7,500	1,400	4,400
Louisville	1,600	2,500	2,000
Wichita	4,000	1,200	.....
Indianapolis	1,800	6,000	300
Pittsburgh	3,000	4,500	4,000
Cincinnati	4,200	5,000	1,700
Buffalo	2,800	14,500	7,000
Cleveland	1,000	5,000	2,500
Nashville, Tenn.	300	2,000	300
Toronto	6,200	1,500	3,800

TUESDAY, SEPTEMBER 16, 1924.

	Cattle	Hogs.	Sheep.
Chicago	13,000	18,000	28,000
Kansas City	21,000	7,500	13,000
Omaha	11,000	7,000	35,000
St. Louis	7,000	15,000	3,500
St. Joseph	3,000	3,000	3,000
Sioux City	5,000	6,000	1,000
St. Paul	2,500	6,500	1,500
Oklahoma City	2,400	1,000	.....
Fort Worth	2,800	700	500
Milwaukee	700	1,500	400
Denver	1,400	800	8,200
Louisville	300	1,000	800
Wichita	1,200	1,000	.....
Indianapolis	1,500	12,000	500
Pittsburgh	100	1,500	300
Cincinnati	600	2,600	1,500
Buffalo	200	3,000	400
Cleveland	400	3,000	600
Nashville, Tenn.	100	1,400	100
Toronto	500	1,000	800

WEDNESDAY, SEPTEMBER 17, 1924.

	Cattle	Hogs.	Sheep.
Chicago	17,000	18,000	24,000
Kansas City	16,000	6,500	12,000
Omaha	8,000	8,500	31,000
St. Louis	6,000	12,000	2,500
St. Joseph	3,000	6,000	4,000
Sioux City	2,000	9,000	500
St. Paul	2,000	6,000	4,000
Oklahoma City	1,300	2,000	.....
Fort Worth	3,000	1,000	700
Milwaukee	700	500	700
Denver	1,800	300	1,000
Louisville	100	1,200	400
Wichita	1,400	1,200	.....
Indianapolis	1,800	6,000	200
Pittsburgh	100	2,000	600
Cincinnati	600	2,600	1,500
Buffalo	200	3,000	400
Cleveland	400	3,000	600
Nashville, Tenn.	100	1,400	1,500
Toronto	400	1,400	1,500

THURSDAY, SEPTEMBER 18, 1924.

	Cattle	Hogs.	Sheep.
Chicago	11,000	22,000	24,000
Kansas City	6,500	6,000	9,000
Omaha	5,000	9,500	28,000
St. Louis	3,000	12,000	1,000
St. Joseph	2,000	4,000	3,500
Sioux City	1,400	6,000	1,000
St. Paul	3,000	4,500	2,000
Oklahoma City	700	1,000	.....
Fort Worth	3,400	2,000	700
Milwaukee	800	2,000	3,700
Denver	1,000	8,000	600
Indianapolis	1,000	2,000	1,200
Pittsburgh	700	3,600	2,700
Cincinnati	200	2,900	500
Buffalo	300	3,000	3,500
Cleveland	300	3,000	1,000

FRIDAY, SEPTEMBER 19, 1924.

	Cattle	Hogs.	Sheep.
Chicago	3,000	17,000	20,000
Kansas City	2,000	5,000	6,000
Omaha	700	5,500	11,000
St. Louis	1,000	10,000	500
St. Joseph	1,000	3,500	2,000
Sioux City	1,000	5,000	1,500
St. Paul	1,500	3,000	1,000
Oklahoma City	1,300	2,100	.....
Fort Worth	2,800	300	300
Milwaukee	500	200	9,400
Denver	1,000	7,000	500
Indianapolis	1,000	2,400	1,000
Pittsburgh	1,000	3,500	1,200
Cincinnati	800	100	5,400
Buffalo	100	5,400	3,500
Cleveland	400	4,000	1,000

What is the best method of handling hides, and why? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

TRADE GLEANINGS.

A new tannery has been opened at Carson City, Nev., by C. C. Garcia.

A. H. Baker and his son Guy have reopened their sausage factory in Wabash, Ind.

The Kaw Packing Company has begun a \$20,000 addition to its plant in Topeka, Kans.

The Union Packing Company has been incorporated in Seattle, Wash., with a capital stock of \$25,000.

The packing plant of F. G. Vogt & Sons, Inc., Philadelphia, Pa., was recently slightly damaged by fire.

The meat business and packing plant of the Oakdale Meat Co., Oakesdale, Wash., has been leased to Fred Burns.

The Herman Falter packing plant, Springfield, Ohio, is constructing a new land refinery and cooling plant.

Two new coolers and other new equipment is being added to the packing plant of Blumer & Sartain Company, Springfield, Ohio.

The plant of the Camilla Cotton Oil & Fertilizer Co., Camilla, Ga., has been sold to Leon Perry and C. S. Carter, who plan to operate it.

The Schussler Packing Company has opened a new wholesale and retail meat market at 1422 East Washington street, Indianapolis, Ind.

The Argentine government has decided to embark on an extensive publicity campaign throughout the principal cities of Europe and North America to popularize Argentine meats.

The packing plant of the Campbell Brothers Company, Danville, Ill., was recently slightly damaged by fire. The fire, which originated in the smoke house, was quickly extinguished.

The New Roads Oil Mill Mfg. Co., New Roads, La., has been reorganized and is being operated under the same management. The new name is the Pointe Coupee Cotton Oil Company.

A charter has been granted to I. and M. Bloom and H. I. Goldstein, the Bronx, New York City, incorporated as Bloom & Goldstein, with a capital stock of \$18,000, for the erection of a slaughter house.

The Farmers Oil & Fertilizer Company, Texarkana, Tex., has been reorganized with a capital stock of \$100,000 as the Farmers Cotton Oil Company, by W. T. Murphy, D. C. Harrington and C. L. Cabe.

The Fuller Cotton Oil Company has been incorporated in Snyder, Tex., with a capital stock of \$250,000 by M. A. Fuller, P. L. Fuller and A. D. Erwin. The business had heretofore been conducted as a partnership.

September 20, 1924.

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Sept. 18, 1924.

CATTLE—Weighty fed steers continued to decline, becoming practically unsalable at the week end. Yearlings and desirable handweight steers, however, were moderately active.

Heavies, other than strictly choice kinds, show declines of \$1.00@1.50 from the high time two weeks ago, 50@75c downturns having been registered during each of the last two weeks. Strictly choice yearlings are steady, plainer grades of youngsters losing 25c in instances.

Fat cows and heifers are selling on the lowest markets of the year, values being 25c lower than a week earlier, spots more. Bulls also lost 25c, few bolognas exceeding \$4.25.

Yearlings regained losses suffered early in the week and closed about steady, packers paying \$11.25@11.50 for the bulk, outsiders upward to \$12.00 and above.

Approximately 15,000 head of western grassers arrived. The steer end closed 25@40c lower, a bearish influence being the liberal supply of short fed weighty native steers, and a slump in the stocker and feeder market.

Long yearlings topped for the week at \$11.40. Best heavies stopped at \$11.00, few selling above \$10.00 late.

HOGS—Decreased receipts and a better shipping demand early in the week carried the top to \$10.50, the high point for several weeks. However, this advance proved top-heavy, and sharp setbacks in the last two days not only wiped out the earlier gains but dropped the general price list to 5@15c lower basis as compared with last Thursday.

Some of the rapid upward swing to prices for light lights and slaughter pigs was checked and a slight settling tendency developed, but an upturn of 50c@\$1.00 still remained.

SHEEP—Liberal supplies of fat lambs coupled with a dull and lower dressed trade in the east, were responsible for the severe losses registered in prices, fat lamb values skidding downward 75c@\$1.00 from a week ago.

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Offer
their personal services
in buying

Cattle or Hogs
on order
for particular Packers

Early in the period fat lambs were bringing \$14.00@14.25, but at the close the bulk was cashing at \$13.00@13.25, a few topping the latter price to outsiders. Best fat range ewes topped at \$6.65, while native offerings sold in small lots at \$4.75@6.50.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., Sept. 18, 1924.

CATTLE—Liberal supplies of cattle again this week, most of which were grassers from the west and southwest, was responsible for an irregular market. Choice grain fed steers and all grades of yearlings were relatively scarce and prices remained unchanged, but all other fed steers and grassers were unevenly 25@50c lower, with spots as much as 75c under a week previous.

Choice matured beeves and yearlings made the week's top at \$11.00 and the bulk of the fed offerings sold at \$8.00@10.50. Wintered Kansas grassers sold at \$7.25@8.00, and the bulk of the straight grass steers cashed at \$5.00@6.75.

Better grades of sheep held around steady while inbetween grades have been neglected at 15@25c lower prices.

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, September 18, 1924, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

	CHICAGO.	KANSAS CITY.	OMAHA.	E. ST. LOUIS.	ST. PAUL
BULK OF SALES.	\$10.15	\$9.85	\$9.50	\$10.35	\$9.65
Hvy. wt. (250-350 lbs.), med.-ch.	8.90@10.00	9.10@ 9.75	8.40@ 9.40	10.00@10.25	8.50@ 9.00
Med. wt. (200-250 lbs.), med-ch.	9.50@10.00	9.40@ 9.75	8.90@ 9.50	9.60@10.25	9.25@ 9.65
Lt. wt. (180-200 lbs.), com.-ch.	9.70@10.10	9.50@ 9.85	9.00@ 9.50	10.00@10.35	9.25@ 9.65
Lt. lt. (130-180 lbs.), com.-ch.	9.00@10.10	9.50@ 9.85	8.50@ 9.50	9.00@10.35	9.00@ 9.65
Packing hogs, smooth.....	8.25@10.00	8.25@ 9.60	7.75@ 9.25	9.00@10.25	8.00@ 9.00
Packing hogs, rough.....	8.70@ 9.00	8.50@ 8.75	8.50@ 8.90	8.35@ 8.60	8.50@ 9.00
Slaughter pigs (130 lbs. down), med. ch.	8.00@ 8.70	8.25@ 8.50	8.25@ 8.50	8.15@ 8.35	8.25@ 8.50
Slaughter pigs (130 lbs. down), av. cost and wt. wed. (pigs excluded)	9.00@ 8.75	9.69-225 lb.	9.05-261 lb.	10.14-212 lb.	9.75.....
Slaughter Cattle and Calves:					
STEERS (1,100 LBS. UP):					
Choice and prime	10.00@11.35	9.80@11.15	9.75@11.25	10.25@11.25	9.75.....
Good	8.75@10.50	8.50@10.15	8.65@10.25	9.25@10.25	9.00@10.00
Medium	6.50@ 9.50	6.00@ 8.65	6.15@ 8.75	6.00@ 9.25	6.25@ 9.00
Common	5.00@ 8.75	4.35@ 6.00	4.25@ 6.15	4.50@ 6.00	5.00@ 6.25
STEERS (1,100 LBS. DOWN):					
Choice and prime	10.50@11.85	10.00@11.15	10.15@11.25	10.50@11.25	10.25@11.25
Good	8.75@10.50	8.65@10.05	8.85@10.35	9.50@10.50	9.00@10.00
Medium	6.50@ 8.65	5.50@ 8.65	6.15@ 9.00	5.75@ 9.50	6.00@ 9.00
Common	4.75@ 6.75	4.25@ 5.50	4.25@ 6.25	4.25@ 5.75	4.25@ 6.00
Canner and cutter	3.00@ 4.75	3.25@ 4.25	3.25@ 4.25	3.50@ 4.25	3.00@ 4.25
LT. YRLG. STEERS AND HEIFERS:					
Good to prime (800 lbs. down).....	8.50@11.15	8.65@10.65	8.75@10.85	9.00@10.50	8.00@ 9.25
HEIFERS:					
Good-choice (850 lbs. up).....	7.50@10.50	6.50@ 9.85	7.00@10.00	6.00@ 8.50	6.50@ 8.50
Common-med. (all weights).....	4.25@ 8.50	3.50@ 6.50	3.65@ 7.00	3.25@ 6.00	4.00@ 6.00
OWES:					
Good and choice	4.75@ 7.50	4.65@ 7.75	4.00@ 7.75	4.50@ 6.75	4.50@ 7.25
Common and medium	3.25@ 4.75	3.25@ 4.65	2.75@ 4.00	3.50@ 4.50	3.00@ 4.50
Canner and cutter	2.50@ 3.25	2.25@ 3.25	1.75@ 2.75	2.00@ 3.50	2.00@ 3.00
BULLS:					
Good-ch. (beef yrlys. excluded).....	4.50@ 6.35	4.25@ 5.75	3.85@ 6.50	4.50@ 6.50	4.00@ 6.25
Can-med. (canner and bologna).....	2.75@ 4.50	2.50@ 4.25	2.50@ 3.85	2.50@ 4.50	2.50@ 4.00
CALVES:					
Med.ch. (190 lbs. down).....	8.50@12.00	7.00@10.00	7.00@10.00	7.00@10.50	7.00@ 9.50
Cull-com. (190 lbs. down).....	5.00@ 8.50	3.50@ 7.00	3.50@ 7.00	3.50@ 7.00	4.25@ 7.00
Med.ch. (190-260 lbs.).....	5.00@11.75	5.00@ 9.50	4.25@ 9.25	3.00@10.50	4.00@ 9.00
Med.ch. (260 lbs. up).....	3.75@ 7.50	3.00@ 6.00	3.00@ 6.00	3.50@ 6.50	3.50@ 7.00
Cull-com. (190 lbs. up).....	3.00@ 8.00	2.75@ 4.00	2.75@ 4.50	2.25@ 3.50	3.00@ 3.00
Slaughter Sheep and Lambs:					
Lambs, med-pr. (84 lbs. down).....	11.50@13.50	11.25@13.10	11.50@13.00	11.25@13.25	11.00@12.75
Lambs, cull-com. (all weights).....	8.25@11.50	7.50@11.25	7.75@11.50	7.00@11.25	7.75@11.00
Yearling wethers, med-prime.....	8.00@10.75	7.50@10.50	7.00@10.25	7.00@10.25	7.25@10.25
Wethers, med-pr. (2 yrs. old and over).....	4.50@ 8.25	5.00@ 7.75	5.00@ 7.50	5.00@ 7.50	3.75@ 7.50
Ewes, common to choice.....	3.50@ 6.75	3.00@ 6.25	4.00@ 6.25	3.00@ 5.50	2.75@ 6.25
Ewes, canner and cull.....	1.00@ 3.50	1.00@ 3.00	1.00@ 4.00	1.00@ 3.00	1.50@ 3.00

E. R. Whiting

SATISFACTION
WHITING & McMURRAY
Indianapolis Indiana
Live Stock Purchasing Agents

L. H. McMurray

Canners and cutters closed 10@15c higher, while bulls and all grades of killing calves were fully steady. Best veals made \$10.00 at the close.

HOGS—Trade was uneven during the week and closing levels were around strong to 10c higher than last Thursday. Receipts were moderate and trading as a rule lacked activity. Shippers were consistent buyers, although their orders were somewhat limited, while packers were very slow at all times.

Bulk of the more desirable butchers of all weights went on shipping orders, which has helped to spread in prices within a narrow range. The week's top was \$10.05 and the closing top for choice butchers was \$9.65, as compared with \$9.75 a week ago.

SHEEP—With receipts for the week to date passing the season's largest run of last week prices on fat lambs were reduced 50@75c from a week ago. Western lambs sold up to \$13.65 early in the week and the bulk of the supply cashed from \$13.00@13.50.

An unusually broad country demand enabled dealers to dispose of practically all their holdings. Aged sheep in killing flesh were in light supply and those selling for slaughter went at steady prices.

Better grades of sheep held around steady while inbetween grades have been neglected at 15@25c lower prices.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Nebr., Sept. 18, 1924.

CATTLE—Fed steers and yearlings have been in liberal supply all week. On continued broad demand for yearlings and mediumweight steers, which represented bulk of fed contingent, prices were generally unchanged. Weighty steers were dull all week and went around 25c lower than last Thursday while some medium-grades showed losses of 10@15c.

Long yearlings reached \$11.00 and there were a number of loads at \$10.75@10.90. Weighty steers averaging just under 1,300 lbs. turned early in the week at \$10.50 and 1500 lb. offerings reached \$10.25.

Grass cows and heifers declined 25@50c with cows at the full decline. Light yearlings held steady, while heavy calves were around \$1.00 lower.

Bologna bulls were mostly 25c lower.

HOGS—Receipts have been moderate, but a lack of shipping demand with no urgency on the part of local packers brought about a lower schedule of prices. Compared with last Thursday current hog prices figured mostly 25c lower.

The better grade butchers today sold at \$9.25@9.40, top \$9.50, with packing sows moving largely at \$8.40@8.75.

SHEEP—Increased receipts coupled with a declining dressed lamb trade were adverse influences in the fat lamb market. Compared with a week ago fat lambs and yearlings were 50@75c lower. Today's bulk fat range lambs sold at \$12.75@13.00, top \$13.00.

Fat natives bulked at \$12.00@12.60 and fed clipped lambs, \$11.60@12.10. Sheep developed a touch of strength from a week ago and were quoted strong to 25c higher. Best wethers sold upward to \$7.50 with desirable fat ewes \$5.50@6.00. Week's top \$6.25.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics)

East St. Louis, Ill., Sept. 18, 1924.

CATTLE—Light and medium weight native steers advanced 25@50c as compared with a week ago, while other natives showed no change. Other classes compared with a week ago: Western steers 35@50c lower; fat light yearling steers and heifers, canners and bologna bulls 25c higher; beef cows and grass heifers 15@25c lower; light vealers 50c@\$1.00 lower and stocker cattle steady.

Tops for week: Matured steers \$10.25; long yearlings \$10.50; light mixed yearlings \$9.75.

Bulks for week: native steers, \$8.50@10.00; western steers, \$5.00@6.80; fat light yearlings, \$9.00@9.50; cows, \$3.75@4.50; canners, \$2.00@2.50 and bologna bulls, \$3.75@4.25.

THE NATIONAL PROVISIONER

HOGS—The hog market was unsettled as ever, starting out considerably higher with top \$10.60 and then backing down to levels 10@15c below last Thursday. Top today was \$10.35 and bulk sales \$10.00@10.25.

Big packers were backward and shipping demand lacked the breadth to take hold of sharply increased receipts with favorable results. Receipts were highly charged with pigs but prices held steady under good demand, 100@130 lb. averages largely \$9.00@9.75 today. Packing sows at \$8.50 largely today were steady.

SHEEP—Although supply was about cut in half, local fat lamb values declined 50@75c in response to a depressed eastern dressed trade. Packers secured most of the lambs coming at \$12.75 at this writing against \$13.25@13.50 for about the same quality a week ago.

Light killing ewes were unchanged at \$5.00, heavies \$4.00@4.50.

ST. JOSEPH.

(Special Letter to The National Provisioner.)

CATTLE—Cattle receipts continue liberal, the total for the first two days this week being around 15,000. Bulk of offerings were from the west and southwest, the proportion of fed kinds being scarce. Compared with last week's close, fed steers and yearlings are quoted steady, while grass steers are mostly 25c lower.

Best fed steers averaging around 1,150 lbs., sold at \$10.50, and others sold up to \$10.25, with bulk of sales ranging \$9.00@10.00. Mixed steers and heifers sold up to \$10.10 for choice quality.

Kansas grass steers sold mostly \$6.50@7.25, with a few loads of the wintered kinds up to \$8.00. The market for butcher stock is quoted steady to 15c lower, cheaper grades showing little change.

Cows sold largely from \$4.75 down, though a few fed kinds sold up to \$5.50@6.00. Canners sold \$2.00@2.50 and cutters \$2.50@3.00. Heifers sold mostly \$4.00@7.00, with fed offerings up to \$9.00.

Bulls and calves show no change, choice veals selling at \$11.00.

HOGS—Hog receipts were light, numbering around 8,000 for two days. Lighter supplies at all points caused a firmer tone to the trade, and values are 15@20c higher for the period.

The top Tuesday was \$10.10 and bulk of sales \$9.60@10.00. Packing sows sold \$8.30@8.75.

SHEEP—Around 7,500 sheep were received for two days, and they were mostly westerns. Lambs are around 50c lower, with best westerns at \$13.25 and natives \$12.50. Feeders sold \$11.50@12.50.

Aged sheep were scarce, and the market unchanged. Best ewes sold at \$6.00.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

South St. Paul, Minn., Sept. 17, 1924.

CATTLE—Local packers and other killing interests have been very bearish buyers during the past Wednesday to Wednesday period, in line with news from outside markets. Supplies, however, were of insufficient volume to enable them to effect any sharp reverse, except during the past day or two, since which time the market has been very uneven with trading on a catch as catch can basis.

Compared with a week ago, plainer kinds of grass steers and a similar class of fat cowstuff are around 25c lower, better kinds of fat steers, yearlings and heifers showing little if any appreciable change, due to competition from feeder buyers and city butchers for such classes.

Dryfed material continues very scarce, one load of choice quality 874 lb. yearlings scoring today at \$10.50, the week's and month's car lot top to date. Grass steers sold upwards to \$7.00 in load lots, bulk turning at \$5.50@6.50.

Best grass cows late last week reached \$5.60 with heifers upwards to \$6.50, bulk of cows and heifers at present selling at \$3.25@5.50. Canners and cutters are unchanged at \$2.25@3.00, while bologna bulls are weak to 25c lower with \$3.25@3.60 taking the bulk of the crop.

HOGS—Hog prices advanced late last week and early this week until on Tuesday best lights topped at \$10.00, with the bulk around \$9.85. A full 10c reduction was effected today, placing values on a level 25c above last Wednesday.

Top price of \$9.85 took several loads of choice 160@250 lb. averages today, bulk selling around \$8.75.

Light lights scaling around 140 lbs. were weighed at \$8.75@9.25 for the most part. Packing sows declined in line with the butchers, bulk selling within an \$8.75 to \$8.85 spread.

SHEEP—Fat lamb prices were reduced a full 50c this week, best fat natives selling today at the top price of \$12.75 with untrimmed sort at \$11.75 and culs at \$8.00 to \$8.50. Only a few Westerns have been sold, these going at the same figures as natives.

Sheep are unchanged, packers paying up to \$6.00 for best light and handyweight fat ewes, with heavies selling at \$4.00@5.00.

E. E. JOHNSTON

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**Hog Buyers
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Kennett Colina & Company
Cincinnati
Kennett Murray & Colina
Detroit
Kennett Murray & Brown
Sioux City
Kennett Murray & Company
Omaha

September 20, 1924.

SIOUX CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., Sept. 17, 1924.

CATTLE—The week is not bringing as many cattle as were here for the previous week, the half week total of 14,300 being around 3,000 less than were here for the corresponding times of last week and a year ago. There has been little change in the market of this week.

Strictly good dry fed beefes of light to medium weight are selling readily while heavy weights are dragging, but not showing much if any decline. The butcher supply is mostly coming from grass pastures and is holding steady in price but with a little show of strength today.

Best dry lot steers in load lots here today sold at \$10.25, although prime lots are quotable at \$11.00; bulk of goods to choice beefes, all weights, \$9.50@10.25; fair to good, \$8.50@9.25; common lots, \$8.25 down.

Bulk of grass cows and heifers, \$3.50@4.50; a few best heifers, \$5.00@5.25.

HOGS—Hogs took on a decline today for the first time this week. On receipts of only 6,000 and a half week total of 16,900, the good hogs sold at 10c decline, while the packing grades were off 15@20c. Best butchers sold at \$9.85 and the bulk of good quality at \$9.50@9.80; good butcher mixed lots, \$9.25@9.60; packing grades, \$8.50@9.00, but with some of the common sows, down to around \$8.00.

Some of the half fat grass sows are selling as low as \$7.50 and under for feeders; the packers don't want them at any price.

SHEEP—Sheep have taken on a big decline this week, especially lambs, this market following the big range markets down; fat lambs were down to \$12.75.

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending September 13, 1924:

CATTLE

Week ending Sept. 13. Cor. week Prev. week.

	Chicago	33,725	22,177	34,580
Kansas City	43,043	44,892	38,189	
Omaha	26,009	15,501	19,680	
E. St. Louis	20,290	15,473	14,636	
St. Joseph	11,327	12,471	10,276	
Sioux City	7,228	6,145	6,147	
Cudahy	966	842	981	
Fort Worth	14,758	11,304	9,302	
Philadelphia	2,441	1,686	1,905	
Indianapolis	3,117	1,642	2,394	
Boston	1,949	1,306	1,172	
New York & Jersey City	10,803	8,054	7,607	
Oklahoma City	9,317	6,589	6,785	

HOGS

	Chicago	120,800	106,100	113,431
Kansas City	41,096	28,181	34,445	
Omaha	41,991	46,046	41,983	
E. St. Louis	30,991	28,306	48,176	
St. Joseph	14,254	20,828	26,478	
Sioux City	32,276	36,263	22,774	
Cudahy	4,948	5,395	12,496	
Ottumwa	11,643	11,922	11,954	
Fort Worth	3,792	4,653	8,630	
Philadelphia	18,209	14,076	19,927	
Indianapolis	14,292	13,142	17,039	
Boston	13,986	12,760	17,383	
New York & Jersey City	51,706	38,125	48,696	
Oklahoma City	8,033	7,366	12,877	

SHEEP

	Chicago	67,476	54,908	106,120
Kansas City	28,340	18,642	23,493	
Omaha	43,848	31,920	32,637	
E. St. Louis	7,913	9,048	6,672	
St. Joseph	13,673	13,450	9,992	
St. Louis City	2,201	2,428	1,700	
Cudahy	707	225	462	
Fort Worth	1,716	2,834	1,372	
Philadelphia	5,809	5,675	5,667	
Indianapolis	1,717	654	1,710	
Boston	6,637	6,423	8,546	
New York & Jersey City	56,447	39,365	45,050	
Oklahoma City	71	65	7	

NEW YORK LIVESTOCK.

Receipts for week ending Saturday, September 13, 1924, are as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,850	11,237	8,382	36,294
New York	1,201	1,709	2,503	707
Central Union	4,061	1,820	...	16,315
Total	10,112	14,856	10,885	53,316

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, Sept. 13, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	7,606	7,200	20,564
Swift & Co.	6,978	11,500	24,564
Morris & Co.	5,463	9,300	12,199
Wilson & Co.	6,075	6,700	9,303
Anglo American Prov. Co.	1,256	6,100	...
A. H. Hammond Co.	3,965	5,600	...
Libby, McNeill & Libby	1,688	...	...

Brennan Packing Co., 7,700 hogs; Miller & Hart, 3,800 hogs; Independent Packing Co., 6,400 hogs; Boyd, Lunham & Co., 6,600 hogs; Western Packing & Provision Co., 13,600 hogs; Roberts & Oake, 4,800 hogs; others, 30,900 hogs.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	5,507	2,360	4,033	5,264
Cudahy Pkg. Co.	6,091	2,810	6,880	...
Fowler Pkg. Co.	840	2	2,756	6,880
Morris & Co.	4,021	3,284	1,211	2,235
Swift & Co.	6,340	4,028	3,845	7,841
Wilson & Co.	5,591	805	2,929	5,119
Local butchers	1,086	169	832	1

Total 20,485 13,558 16,606 28,340

OMAHA.

	Cattle & Calves.	Hogs.	Sheep.
Armour & Co.	4,042	10,778	13,372
Cudahy Pkg. Co.	2,905	12,129	17,016
Dold Pkg. Co.	1,233	6,221	...
Morris & Co.	2,070	5,231	5,042
Swift & Co.	2,668	8,836	12,590

Total 23,677 54,713 48,020

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	4,450	266	7,382	9,920
Swift & Co.	1,856	281	3,275	2,578
Morris & Co.	1,963	1,450	3,353	1,146
St. Louis Dressed Beef Co.	1,118	...	...	...
Independent Pkg. Co.	852	...	82	...
East Side Pkg. Co.	1,117	3,900	243	...
Butchers	25,892	39,203	7,491	...

Total 39,396 58,093 14,197

EAST ST. LOUIS.

	Cattle & Calves.	Hogs.	Sheep.
Armour & Co.	3,939	4,069	1,900
Swift & Co.	4,517	6,923	2,440
Morris & Co.	1,581	3,880	2,061
Others	6,320	909	11,689

Total 14,589 2,912 25,608 24,364

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,016	362	12,049	854
Armour & Co.	2,905	224	10,759	802
Swift & Co.	1,363	118	6,204	646
Sacks Pkg. Co.	134	28	14	...
Smith Bros. Pkg. Co.	111	10	1	...
Local butchers	99	78	6	...
Shipments	1,970	...	11,077	...

Total 9,901 820 40,110 2,302

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	2,480	1,522	4,886	...
Wilson & Co.	3,977	1,551	2,808	...
Others	187	...	339	...
Total	6,244	3,083	8,033	...

Total 2,046 4,705 5,143 2,382

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,562	722	3,687	439
Dold Pkg. Co.	443	88	2,878	...
Local butchers	226	...	...	...
Total	2,231	810	6,565	439

Total 2,385 500 4,974 3,378

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	807	192	1,826	2,235
Armour & Co.	492	116	1,558	2,125
Blayne-Murphy Co.	499	10	915	18
Miscellaneous	587	272	675	...
Total	2,385	500	4,974	3,378

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	2,987	4,460	25,073	1,474
Kilgan & Co.	2,150	849	10,645	1,384
Moor & Co.	...	...	2,832	...
Indianapolis Abat. Co.	1,001	162	1,667	157
Armour & Co.	93	46	3,014	53
Hilgemeter Bros.	204	25	...	53
Brown Bros.	22	...	123	...
Bell Pkg. Co.	22	...	123	...
Schussler Pkg. Co.	70	...	461	...
Meier Pkg. Co.	71	28	190	...
Indiana Prov. Co.	...	...	522	...
Art Wab				

September 20, 1924.

THE NATIONAL PROVISIONER

43

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES—Active and higher. Detailed movement of recent activities follow: 3,000 extreme natives, 14½c; 1,000 heavy Texas, 15c; 4,000 light Texas, 14c; 5,000 butts, 15c; 25,000 Colorados, 14c; 57,500 branded cows, 11½c; 10,000 light cows, 14½c. All September take-off and further deals pending. The undertone is firm and demand very broad, sufficient to absorb available lines several times. A local small packer sold 10,000 Aug. Sept. all weights at 14½c and brands 12c; another refused 14½c, asking 15-12c firmly. Firmness frigorifico material expected to be reflected in packer stock subsequently. Native steers are firmly held for 16½c; branded cows now held for 12c; heavy cows 15½c; lights 15c asked; native bulls 11½c; branded 10-11c asked for points. About 7,000 Aug. packer kip sold 18½c; natives, 16½c; overweight.

COUNTRY HIDES—Trade continues slow in country descriptions. Occasional business is reported in seasonable extremes at 13½c. While 14c is the asking price it is not as yet reported paid though advice from the east is to the effect that considerable private term business is passing which is considered to have been at better than 13½c. Local sellers report some efforts being made to open negotiations with tanners which have been unsuccessful. The further appreciations in packer light native hides would apparently indicate strengthening tendencies for country hides, but action does not show this. There is very little call for the heavy end and business in buffs at over 10c is difficult to obtain despite the glaring difference in rates of buffs and packer light cows which include a goodly portion of the buff weight range. Dealers for the most part are devoting most of their attention to country packer and outside packer varieties of goods claiming there are few lots available for sale in country description in the outside markets and that asking rates therefor are too high. All weight country hides list at 10@11c delivered basis. Heavy steers are nominal around 13@13½c but trade is slow. Heavy cows are quoted at 9@10c with the outside and stronger asked and demand meager and generally for export. Buffs are quoted at 10@11c with the outside strongly asked as a rule. Extremes rate at 13½@14c. Some Georgia 30@50 lbs. stock offered at 13c flat are still unsold. Branded country hides 9c flat nominal and country packers at 10@12c for mixtures. Bulls quoted at 8½@9c for country run while country packers rate at 10@10½c; glues at 7@7½c and some aged all weights moved at 8½c.

CALFSKINS—Quiet. No business reported as yet in skins though it is said sellers are in the mood. Buyers are still

drawing away from the market, claiming asked levels too high. Sellers refuse to talk concessions in the face of strong and active hide situations. Packer calfskins are available at 23½c; Cities are offered at 22c; outside descriptions rate at 20@21c from first salt with most of the choice parcels held at close to the Chicago city asked level. Resaluted outside city skins are quoted about 18c and country run at 16c. Deacons \$1.15@1.25; kipskins are also sluggish. Packers are held at 18½@19c as to sellers for August-September kill. City skins are still available at 18c and countries 14-15c.

MISCELLANEOUS MARKETS—Dry hides quoted nominal around 15c with stocks small and demand likewise. Horse hides quoted firmly for \$5.00 by renderers while country run is considered worth close to \$4.50. Packer pelts sold at \$2.85 for mixed sheep and lambs. Small packer descriptions range at \$2.00@3.00 for varieties; countries half rates. Shearlings \$1.15 paid. Dry pelts are quiet about 30@32c; pickled skins \$8.00@11.00; hogskins 15@30c.

New York.

PACKER HIDES—City slaughter stock is still quiet but inquiries are broadening in line with the western indications of life. Native bulls lately sold at 10½c for cut heads and 11c for straight heads. Killers hold practically nothing for sale but September kill. Natives are held for 16c; butts for 14½c and Colorados 13½c with last business at half cent less. Cows are held up to 14c.

OUTSIDE PACKER HIDES—Small killers hold very strong ideas of value which have hindered free movement of stock in the past ten days. September take-off is now on sale in most quarters with mixed descriptions of cows and steers offered at 14½@15c as a rule. Late business in current and earlier kill was around the 14c mark. Canadian sellers are still reporting no business and coast killers are not making any offerings though domestic and foreign interests are earnestly seeking opportunities to buy.

COUNTRY HIDES—Western shippers are quoting extreme light hides in straight weights up to 14c but business above 13½@13½c has been extremely small. In view of the secrecy surrounding some trades it is expected that possibly the 13½c mark has been bettered in some instances. It is said considerable under cover business is going on with eastern interests. Some western weights 25@50 lbs. moved at 13½c to Boston buyers. Western buffs are selling up to 10½c and same is bid for more with 11c the general asking figure. In the southern descriptions of stock light hides are bringing 12@12½c flat basis for average middle section material. Heavier

stock is slow sale and quality governs price. Some western No. 3 hides sold at 7@7½c. In regard to offerings of aged stock business was reported quietly effected in material of two to three years age in all weight lines at 8½@9c range as to sellers and lots. Canadian hides are sluggish for the moment. Livestock is quoted 11½@12½c flat basis for mixed haired material. Heavier stock quoted at 8½@9c flat basis. The undertone to all hides is steady.

CALFSKINS—Some business is reported pending in N. Y. kipskins but details are closely guarded. Recent movement was effected at \$3.40 for lights. Heavies are quoted about \$4.25 nominal. More money is usually asked. N. Y. calfskins are quiet and have not sold for several days. Collectors last accepted \$1.80@2.40 @3.25@3.30 and while more money is asked tanners declare that they cannot pay any stronger levels. Outside skins are quiet and waiting. Foreign material is held quite firmly. Domestic untrimmed stock is in a waiting position.

FOREIGN WET SALTED HIDES

A firm undertone is noted in all descriptions of frigorifico stock. Argentine steers sold at 15½c with last business involving light average lines and leading sellers to believe that slightly more money could be secured for the standard weight descriptions. Montevideo kinds last sold at 16½c and cows at 13½c. The light average steers which made 15½c involved 4,000 Anglos. In type hides steadiness is apparent. About 3,000 Avalle type cows made 13½c.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending September 20, 1924, with comparisons, are as follows:

PACKER HIDES.

	Week ending Sept. 20, '24.	Week ending Sept. 13, '24.	Corresponding week 1923.
Spready native steers	@18½c	@18½c	17 @17½c
Heavy native steers	16 @16½c	@16½c	@14½c
Heavy Texas steers	@15c	14½@15c	@12½c
Heavy butt branned steers	@15c	14½@15c	@12½c
Heavy Colorado steers	@14c	13½@14c	@11½c
Ex-Light Texas steers	11%@12c	11½@12c	9½@9¾c
Branded cows	@11½c	11½@12c	9½@9¾c
Heavy native cows	15 @15½c	@15c	@14c
Light native cows	6½@14c	6½@14c	12½@12½c
Native bulls	@11½c	6½@11½c	@11c
Branded bulls	6½@12½c	6½@12½c	17½@18½c
Calfskins	23 @18½c	23 @18½c	15 @15½c
Kip	12½@13c	12½@13c	12½@13c
Slunks, regular	1.25@1.35	1.25@1.35	1.25@1.35
Slunks, hairless	50@55c	50@55c	35@75c
Light, Native, Butts, Colorado and Texas steers 16 per lb. less than heavies.			

Light, Native, Butts, Colorado and Texas steers 16 per lb. less than heavies.

CITY AND SMALL PACKERS.

	Week ending Sept. 20, '24.	Week ending Sept. 13, '24.	Corresponding week 1923.
Native cattle weights	14 @14½c	14 @14½c	12 @12½c
Bulls native	6½@11c	6½@11c	10 @10½c
Branded hides	12 @12½c	12 @12½c	9 @9½c
Calfskins	6½@2c	6½@2c	16½@17c
Kip	14 @16c	14 @16c	14½@15c
Slunks, regular	1.25@1.25	1.25@1.25	1.25@1.25
Slunks, hairless	No. 1	@30c	@30c

COUNTRY HIDES.

	Week ending Sept. 20, '24.	Week ending Sept. 13, '24.	Corresponding week 1923.
Heavy steers	10%@11c	10 @10½c	10 @10½c
Heavy cows	9½@10c	9 @9½c	9 @9½c
Butts	10½@11c	10½@11c	9 @9½c
Extremes	13 @16c	12 @12½c	10 @10½c
Bulls	6½@9c	8 @8½c	8 @8½c
Branded	8 @8½c	8 @8½c	8 @8½c
Calfskins	15 @15½c	15 @15½c	13 @14c
Kip	13 @14c	13 @14c	12 @12½c
Light calf	1.25@1.30	1.25@1.30	1.20@1.25
Deacons	\$1.10@1.20	\$1.10@1.20	\$1.00@1.10
Slunks, regular	\$1.15@1.25	\$1.15@1.25	\$0.75@1.00
Slunks, hairless	\$0.30@0.40	\$0.25@0.30	\$0.25@0.30
Horsehides	\$4.50@5.00	\$4.50@5.00	\$3.00@4.00
Hogskins	\$0.20@0.30	\$0.25@0.30	\$0.20@0.25

SHEEPSKINS.

	Week ending Sept. 20, '24.	Week ending Sept. 13, '24.	Corresponding week 1923.
Larg. packers	6½@2.85	\$2.00@2.25	\$.....
Small packers	\$2.00@2.30	\$1.00@1.75	\$.....
Pkrs. spr. lamb	\$1.75@2.25	\$1.75@2.25	\$1.25@2.70
Pkrs. shearlings	@1.15	@1.15	\$1.00@1.15
Dry pelts	\$0.30@0.32	\$0.25@0.27	\$0.25@0.27

ICE AND REFRIGERATION

ICE NOTES.

A new cold storage plant has recently been opened in Beaumont, Calif., by the Beaumont Fruit Growers' Association.

The Pacific Fruit & Produce Company is making improvements to its cold storage plant in Wenatchee, Wash., at a cost of \$18,000.

A new cold storage plant, to cost around \$8,000 is being erected in Auburn, Wash.

A cold storage and freezing plant has been erected in Jamestown, N. Y.

The Owensboro Ice Company plans to erect a cold storage plant in Owensboro, Ky., at a cost of \$18,000.

McCormick Brothers are planning to build and establish a cold storage plant in Wilmington, Del.

FROZEN MEATS IN ITALY.

As a result of a butcher's strike in Naples, Italy, during the latter part of July, the market for chilled beef was greatly stimulated, reports Consul Harold D. Finley, Naples, to the Department of Commerce. Italy is gradually becoming a market for frozen meats, as the facilities for handling it improve.

The time old custom of hanging whatever meat is for sale in front of the butcher shop, has somewhat retarded the introduction of frozen meats in Italy. Butchers are reluctant to provide refrigerator space in their shops in which to preserve the meats. A popular prejudice has also existed in favor of freshly slaughtered meat with the result that the sale of frozen meats has been largely confined to the poorer classes.

The United States supplied only 16 per cent of the chilled beef imported into Italy during 1923, the balance coming from Australia and the Argentine.

Cold storage facilities in Italy are adequate, although they are expected to improve as the trade increases. A list of Italian dealers in cold storage products may be obtained by writing THE NATIONAL PROVISIONER, Old Colony Building, Chicago, Ill.

PACKING PLANT IN PERU.

The boom for improved packing plants and slaughter houses throughout South America has extended to Peru, where a contract between the Peruvian Govern-

ment and an American citizen has been signed for the formation of a local company to engage in the construction and operation of a combination packing plant and stockyard in the city of Lima, reports Consul in Charge C. E. Buyant, Callao-Lima, Peru, to the Department of Commerce.

The plant will be constructed on the bank of the Rimac River, utilizing a ground space of approximately 60,000 square meters. The building will be of reinforced concrete construction and all machinery will be purchased in the United States. The construction plans are to be submitted to the Government within four months after the date of the signing of the contract, and the actual construction work must be started within thirty days after the plans are approved.

When operations are started it is expected that there will be consumed daily 250 cattle, 100 hogs, and 300 sheep. This represents the present consumption of Lima and vicinity but will not represent the capacity of the plant.

The plans of the promoters contemplate the development of the meat packing industry in Peru and the plant is to be constructed with a view to an ultimate capacity of 500 cattle, 8,000 sheep, and 400 hogs per day. The cattle and hogs are to be used for local consumption but the sheep will be packed for export.

The interior of Peru, especially the southern part, has several million head of sheep which can be utilized as soon as transportation problems are solved. It is also expected that this plant will establish modern meat markets in Lima and suburbs and strategic points.

Novoid Pure Compressed Corkboard

Made of specially selected, clean, dry cork granules. No foreign binder used. Every sheet thoroughly baked—no green centers. Edges and corners are square and sharp. Write for booklet.

Cork Import Corp.—345 West 40th St., New York City

Freezer and Cooler Rooms for the Meat and Provision Trade

Specialists in CORK INSULATION Details and Specifications on request
207 E. 43rd St. Morrow Insulating Co., Inc. NEW YORK

Cold Storage Insulation

All Kinds of Refrigerator Construction JOHN R. LIVEZEY

Glenwood Avenue
West of 22nd St.

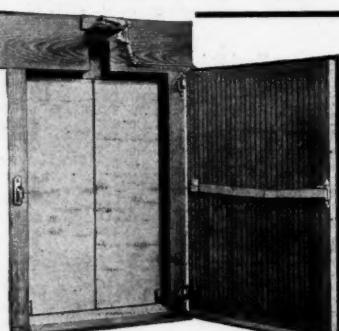
PHILADELPHIA, PA.

It Can't Forget to Close Itself STEVENSON'S "Door That Cannot Stand Open"

Its flapper doors always closed unless filled with passing goods or man. No outrush of dry cold air, no inrush of warm moist air.

Bulletin No. 48, FREE, shows how it saves its cost in a single month.

Stevenson Cold Storage Door Co.
1511 West Fourth St. Chester, Penna.



Meat Products Industry

Horizontal Compressors
8 tons capacity and up

Vertical Compressors
1 to 18 tons

Complete Data Promptly Furnished

The Vilter Manufacturing Co.
Est. 1867

806-826 Clinton Street
Milwaukee, Wis.

September 20, 1924.

THE NATIONAL PROVISIONER

45

Only 2 Things To Do

Turn a Switch *Open a Water Valve*

To Have
Clean Dry

REFRIGERATION

Any Time ~ Anywhere

Mechanical Refrigeration is now so simple, so dependable and so economical there is really no good reason for being without it. See the performance of the Climax Model C Refrigerating Unit and every doubt will be removed. Talk with any Climax owner and he will tell you

- It is absolutely dependable.
- It keeps temperatures constantly within the seven degree safety range—below 40° and above 33°.
- It keeps foodstuffs safe from spoilage—safe from freezing.
- It requires almost no attention.
- It is always under your own control.
- It is always sanitary.
- It provides dry cold—no water soaking of foods.
- It provides odorless refrigeration—no tainted food.
- It is not interrupted by holidays.
- It is never wasteful.
- It enables you to store foodstuff in quantities at low prices, and profit by market advances.
- It protects you and builds trade.
- It is surprisingly economical.
- It operates at the turn of a switch.

CLIMAX Model C ROTARY

Driven by Gas Engine or Electric Motor

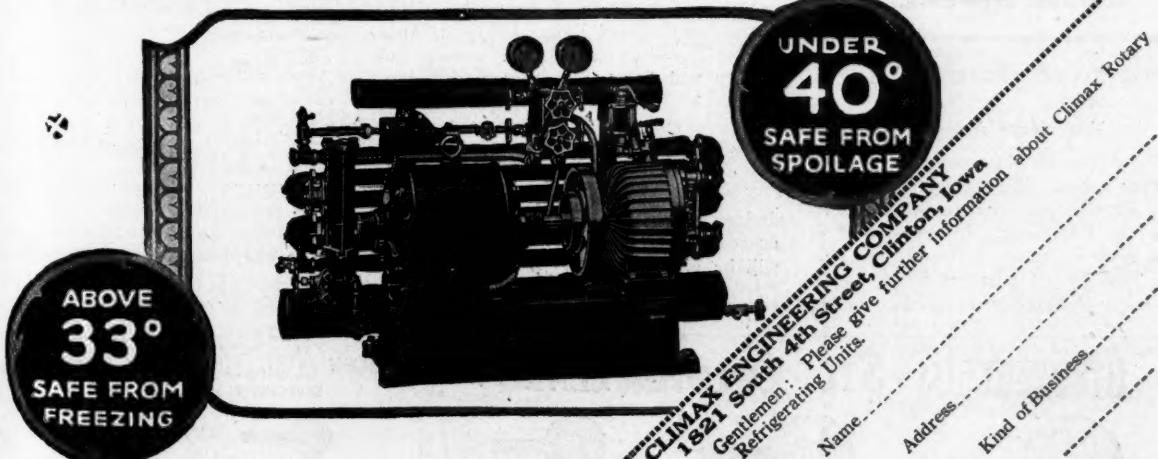
is a self-contained unit that requires but little space. Has only 3 working parts—no valves or other frail parts. It is simple to install—easy to operate, and inexpensive to maintain. If you would be interested in finding out how satisfactorily this machine will meet your needs and solve your refrigeration problem once and for all, send the coupon today.

We also make Reciprocating Type Units for larger requirements

Climax Engineering Co., 1821 S. 4th St., Clinton, Iowa
22 Coast to Coast Service Stations—Sales Offices in Principal Cities

Outstanding Features of Climax Model C

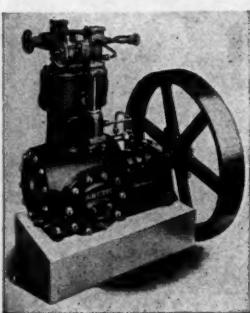
- 1—Rotary Compressor a marvel of simplicity—positive and efficient in operation.
- 2—Model Operated by 1½ H.P. motor. No power wasted in belts or other transmission.
- 3—No valves—no small frail parts.
- 4—Only 3 moving parts—all heavy, rugged and permanent.
- 5—Most compact—Model "C" size only 52" long and 21" wide, and 36" high. Weighs only 750 pounds.
- 6—Compressor direct connected to electric motor.
- 7—Continuous flow of gas through the compressor.
- 8—All lubricating oil confined to the high pressure side of compressor.
- 9—No oil can come in contact with liquid refrigerant.
- 10—No violent fluctuation of hands on pressure gauges.
- 11—Simplest starting. Just open water valve, start, close water valve to stop.
- 12—No throwing of electric switches—tightening of belts—or clattering of valves.
- 13—Nothing to forget. Shuts off automatically in case of failure of cooling water supply.
- 14—Particularly adapted to automatic control.
- 15—All parts made interchangeable.
- 16—Each unit factory tested before shipment to produce refrigeration in excess of its rated capacity.



CLIMAX ENGINEERING COMPANY
1821 South 4th Street, Clinton, Iowa
Gentlemen: Please give further information about Climax Rotary
Refrigerating Units.
Name _____
Address _____
Kind of Business _____

September 20, 1924.

The Arctic Junior especially for



**Sausage Makers,
Curers, Wholesale
Provisioners and
Meat Dealers.**

"It will Last a Lifetime"

Built in capacities of
from 1 to 25 Tons

We will gladly investigate and guarantee results for your particular problem

Address

The Arctic Ice Machine Co.

CANTON, OHIO



PUTS MORE PROFIT IN SAUSAGE MAKING

Temperature control that is positive throughout the various cooling stages of sausage making can be accomplished by Baker System Refrigeration at a phenomenally low cost.

With proper temperatures the quality of your product will increase and the demand for your sausage grow larger. This means more profits.

Every Baker Plant Built to Order.

Your Baker Plant is built to meet the refrigerating problems you have in your place. We invite you to submit your problem to our Board of Engineers for solution. No obligation.

Baker Ice Machine Co.
Omaha, Nebraska.

MEAT PACKING BY MAIL.

(Continued from page 26.)

Packing-House Accounting.

Packing-House Accounting is divided into four parts. The first part treats of profits control and distribution and discusses the following: Determination of profits, reserves, funds, dividends, and surplus. The second part treats of special problems in the accounting of the packing

industry and discusses the following: Costs for major products and by-products, costs for joint products, costs and accounting for cattle operations, costs and accounting for hog operations, departmental operations and accounting, distribution of expense and costs to departments.

The third part treats of the financial and operating program and discusses the following: The financial budget, the estimated balance sheet and statement of income and expense. The fourth part is a summary and review which is presented by means of a business case which illustrated many of the points discussed during the three courses.

Packing-House Operations (Pork) comprise a detailed study of pork operations. Starting with a brief summary of the breeding and production of swine, the buying, killing, cutting, curing, and preparation of pork-meat products, will be outlined in logical order. Special emphasis will be given to the most important operations such as cutting, curing, pickling, and smoking.

Dressing percentages, cutting yields, shrink, and related topics will be treated. Proper grading and improvement of quality and flavor also receive due consideration. The course will close with a complete survey of the preparation of all types of lard and a comprehensive outline of all by-products manufactured.

Formulas that will return the largest dividends from the products will be discussed. Special problems in test yields will be given in order to develop fundamental principles to guide the operator in choosing the most remunerative methods.

EVENING CLASSES IN PACKING.

Registration for the five evening courses which are being offered in Chicago by the Institute of Meat Packing at the University of Chicago, starting September 29, will continue through next week. All registrations are to be made in Room 602, 116 South Michigan Avenue, the downtown rooms of the University of Chicago. The hours for registration are as follows: September 22-26, 4:00 P. M. to 7:00 P. M.; September 27, (Saturday) 9:00 A. M. to 4:00 P. M.

The courses are open to all employees of Chicago packing companies whose educational training or experience in the industry indicates that they can profit from them.

The courses which will be given during the Autumn quarter are: Principles of Economics, (Mondays), Marketing Packing-House Products (Tuesdays), Accounting (Wednesdays), Packing-House Operations (Pork) (Thursdays), and the Fundamentals of Employer-Employee Relationships (Fridays).

Each class meets one evening a week from 7:00 to 9:00 P. M.

Bulletins describing the courses in detail, with information concerning tuition, registration, et cetera, may be obtained from the Institute of Meat Packing, University of Chicago, Chicago, Illinois.

SOUTH AFRICAN MEAT EXPORTS.

From the following statistics obtained from the trade by W. E. Vaughan, Jr., office of the American Trade Commissioner, at Johannesburg, South Africa, and transmitted to the Department of Commerce, it will be seen that the United States leads in the exportation of lard, meats and oils to South Africa:

	1922	Quality, lbs.	Value, lbs.
Lard:			
Total	499,593	16,440	
United States	447,104	15,068	
Lard substitutes:			
Total	38,902	1,333	
United Kingdom	26,348	906	
United States	6,837	265	
	1921-1922		
Home production	604,623	22,236	
Fresh and frozen pork:			
United States	1,200	30	
Salted and cured meats:			
Bacon: (Total)	574,074	31,106	
United States	345,785	15,864	
Denmark, United Kingdom and Canada are also important factors in this trade.			
Hams:			
Total	327,416	20,040	
United States	236,231	14,944	
Other salted meats:			
Total	23,134	570	
United States	22,000	440	
Some meats:			
Total	31,031	605	
United States	24,886	605	
Cottonseed oil:			
Total	2,597	740	
United States	2,487	698	
Other salad oils (excluding olive and lucerne oils):			
Total	247,434	54,428	
United States	105,273	25,703	

How do hog shrinkages vary according to the length of time held in the cooler? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

CUT DOWN ~ \$TOP COLD AIR LEAKS with WIRFS AIRTITE CUSHION DOOR-GASKET



No. 0 Jumbo



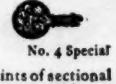
No. 1 Large



No. 2 Medium



No. 3 Small



No. 4 Special

Get free samples and prices of all sizes. It's the little thing that stops Big Leaks. E. J. WIRFS, Sole Manufacturer and Patentee, 113 So. 17th St., St. Louis, Mo.

FOR PURCHASING DEPARTMENTS

FATS FROM WASTE WATERS.

One of the very important sources of waste in the packinghouse are grease-bearing waters. The old idea was to collect all these in one common catch basin, where the grease could be skimmed off at intervals.

The principal objection to having all waste waters pass through one large common basin for returning fats is that the clean fats are contaminated by dirt or floor washings, and as a result can be used only for low grade grease or tallow. Dirt accumulates in the bottom of the catch basin, and if allowed to remain, will become rancid, thus increasing the acidity of the fats.

The new idea in recovering fats from waste waters is to catch the fat in a clean state as near the source as possible and skim as often as required.

This is done, it is claimed, by means of the Marsh Sanitary Grease Interceptor, recently brought out by the Mechanical Manufacturing Company, Pershing Road and Loomis Street, Chicago. This simple apparatus is entirely automatic and has no complicated parts to get out of order. All sediment is discharged, thus preventing the fat layer from being polluted through fermentation.

The Marsh interceptor comes in eight sizes, ranging from 60 gallons water capacity per hour to 15,000, and a fat capacity of from 20 to 1,350 lbs. These interceptors are easy to install and are very thorough in their work.

The Mechanical Manufacturing Company has issued an attractive illustrated bulletin describing the March Grease Interceptor. The bulletin itself is a full treatise on the subject of recovering fats from waste waters, and is worthy of a place in the library of every packinghouse man. It will be sent gratis to all who ask the company for Bulletin GI-7.

MOTOR TRUCK HEADS GO UP.

Announcement is made of the appointment of V. H. Day and B. M. Price as regional vice-presidents of the General Motors Truck Company. By reason of their long years of service, both as executives and as members of the motor truck industry, both of the appointees are particularly well qualified for the important work that they are undertaking, officials of the company say.

Mr. Day will have headquarters at San Francisco and Mr. Price will be located in New York. They will assume their new duties September 15.

Mr. Charles H. Engleman, for many years wholesale manager of the New York territory of the General Motors Truck Company, has been appointed general sales manager, with headquarters at the factory in Pontiac, Mich.

NEW CONTINENTAL CAN HEADS.

The following appointments were recently announced by the Continental Can Company:

E. W. Bromilow, assistant general man-

ager of sales, Chicago; A. V. Crary, assistant general manager of sales, Chicago; H. A. Vincent, assistant general manager of sales, New York; R. S. Solinsky, district sales manager, Chicago; C. D. Reid, district sales manager, Detroit; L. J. LaCava, district sales manager Jersey, City.

The general line sales of the company will hereafter be directed by a sales committee consisting of Messrs. Bromilow, Vincent and Crary, with C. C. Conway, 1st vice-president, as chairman, and Mr. Crary, secretary of the committee.

YOU CAN'T BEAT THE IRISH.

Work is rapidly progressing on the new packing plant of Duffy & Bros. Inc., Philadelphia, under the direction of engineer F. F. Fruchtbau and builder T. A. Stoutenburg, who are responsible for several of the new and up-to-date Philadelphia plants. This plant is located on a splendid site on the main tracks of the New York division of the Pennsylvania railroad. Thirty years ago D. J. Duffy and Andrew Duffy started out "under their hats." Andrew as buyer and his brother as sole salesman for the firm. Today they keep

a fleet of seven meat trucks constantly on the go, and the new plant was absolutely necessary to take care of their expansion.

NO AUSTRALIAN BEEF BOUNTY.

According to information received at the Department of Commerce from Trade Commissioner Elmer G. Pauly at Melbourne, Australia, the Government has decided not to pay the Australian Meat Council a bounty on exported beef this year, but to renew the bounty of 10 shillings a head on exported cattle on the same terms as last year.

The following figures summarize the clearances of frozen meat from Australia during the year 1923-24 as compared with those of the previous year. (Figures in thousands, 000's omitted.)

	Mutton Carcasses 1922-23	Lamb Carcasses 1922-23	Beef Quarters 1922-23
United Kingdom	1,856	2,716	698
Other Countries	77	41	274
Total	1,933	2,757	972
	1923-24	1923-24	1923-24
United Kingdom	121	963	458
Other Countries	40	28	288
Total	161	1,021	746

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, September 18, 1924.

Fresh Beef—

STEERS:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Choice	\$17.00 @ 19.00	\$15.00 @ 15.50	\$17.50 @ 19.00	\$17.00 @ 19.00
Good	16.00 @ 17.50	13.50 @ 14.50	15.50 @ 17.00	14.50 @ 16.00
Medium	12.50 @ 15.50	11.50 @ 13.00	11.50 @ 14.50	12.00 @ 14.00
Common	9.50 @ 12.00	10.50 @ 11.00	10.00 @ 11.50	9.50 @ 12.00

Cows:

Good	12.00 @ 14.00	.....	11.50 @ 12.50	11.00
Medium	10.50 @ 12.00	9.00 @ 10.00	10.00 @ 10.50	9.00 @ 10.00
Common	8.50 @ 10.00	8.50 @ 9.00	8.50 @ 10.00	8.00 @ 9.00

BULLS:

Good .....	.....	.....	9.00 @ 10.00	.....
Medium .....	.....	.....	7.50 @ 8.00	.....
Common	7.00 @ 8.00	.....	.....	.....

Fresh Veal—

Choice	17.50 @ 20.00	.....	22.00 @ 23.00	.....
Good	13.00 @ 17.00	.....	19.00 @ 22.00	15.00 @ 18.00
Medium	8.50 @ 12.00	10.00 @ 12.00	12.00 @ 16.00	11.00 @ 13.00
Common	6.50 @ 8.50	8.00 @ 10.00	8.00 @ 11.00	8.00 @ 11.00

Fresh Lamb and Mutton—

LAMB:	.....	.....	.....	.....
Choice	23.50 @ 24.00	23.00 @ 24.00	22.00 @ 24.00	21.00 @ 25.00
Good	21.00 @ 23.50	22.00 @ 23.00	20.00 @ 22.00	19.00 @ 21.00
Medium	19.50 @ 21.00	20.00 @ 21.00	17.00 @ 19.00	17.00 @ 18.00
Common	15.00 @ 19.50	15.00 @ 18.00	15.00 @ 17.00	15.00 @ 17.00

YEARLINGS:

Good .....	.....	.....	.....	.....
Medium .....	.....	.....	.....	.....
Common .....	.....	.....	.....	.....

MUTTON:

Good	12.50 @ 14.00	12.00 @ 13.00	14.00 @ 16.00	17.00 @ 18.00
Medium	9.00 @ 12.00	10.00 @ 12.00	12.00 @ 14.00	14.00 @ 16.00
Common	7.00 @ 9.00	8.00 @ 9.00	9.00 @ 12.00	12.00 @ 13.00

Fresh Pork Cuts—

LOINS:	.....	.....	.....	.....
8-10 lb. average.....	24.00 @ 26.00	26.00 @ 27.00	26.00 @ 29.00	25.00 @ 28.00
10-12 lb. average.....	22.00 @ 24.00	25.00 @ 26.00	25.00 @ 27.00	22.50 @ 27.00
12-14 lb. average.....	19.00 @ 21.00	21.00 @ 23.00	20.00 @ 22.00	19.00 @ 22.00
14-16 lb. average.....	17.00 @ 18.00	17.00 @ 19.00	19.00 @ 21.00	18.00 @ 20.00
16 lbs. over.....	14.00 @ 15.00	16.00 @ 17.00	17.00 @ 19.00	15.00 @ 18.00

SHOULDERS:

Skinned	13.50 @ 14.50	.....	13.00 @ 16.00	15.00 @ 17.00
.....

PICNICS:

4-6 lb. average.....	.....	13.50 @ 14.00	.....	.....
6-8 lb. average.....	.....	13.00 @ 13.50	12.00 @ 14.00	.....

BUTTS:

Boston style	18.50 @ 19.50	.....	19.00 @ 21.00	18.00 @ 20.00
.....

*Veal prices include "hide on" at Chicago and New York.

September 20, 1924.

Chicago Section

I. B. Katz was in Chicago from New York City this week.

Ray Ellis, of the Hopkins Fertilizer Company, New Albany, Ind., was in Chicago during the week.

Ferdinand Dryfus, president of the Dryfus Packing Co., Lafayette, Ind., was a Chicago visitor during the week.

R. E. Vissman, of C. F. Vissman & Co., Louisville, Ky., made a trip to Chicago this week, calling on some of his friends.

A. C. Bolz, manager of the Madison, Wis., plant of Oscar Mayer & Company, made a trip to Chicago during the week.

L. A. Pauty, of Pauty & Guillaumont, Valparaiso, Chile, was in Chicago during the week, becoming acquainted with the trade.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 41,745 cattle, 9,713 calves, 62,305 hogs and 58,811 sheep.

Arthur Hartog, a Rotterdam, Holland, packer, was in Chicago this week in the course of an American tour. He visited among the trade quite extensively.

W. H. White, Jr., president of the White Provision Company, Atlanta, Ga., was in town a few days this week. His many friends are always glad to see him.

F. W. Croll, vice president and former treasurer of Armour & Company, has resigned active connection with the company to go into private business. He began 35 years ago as an assistant paymaster.

Swift & Company's sales of carcass beef in Chicago, for the week ending Saturday, September 13, for shipment sold out, ranged from 7.00 cents to 20.00 cents per pound, averaged 12.71 cents per pound.

J. G. Girten, superintendent of the Memphis Packing Corporation, Memphis, Tenn., called on old friends in the city dur-

ing the week. He is one of the "old timers" and knows his business from beginning to end.

Provision shipments from Chicago for the week ending September 13, with comparisons, were reported as follows:

	Last week.	Prev. week.	week 1923.
Cured meats, lbs....	18,150,000	14,538,000	20,069,000
Fresh meats, lbs....	40,121,000	38,515,000	27,748,000
Lard, lbs.....	14,590,000	9,341,000	13,311,000

attractive program which has been planned for the ladies.

Fred S. White, Chicago representative of The Brecht Company, St. Louis, Mo., has returned to his office in the Monadnock Building, after a couple of weeks spent in the north woods. It was Mr. White's first vacation since he came with the company several years ago, and he made the most of it.

Warren H. Sapp, popular head of the plant accounting department of Armour & Company, has been made general auditor. Mr. Sapp started with Armour nearly 25 years ago as a timekeeper at the Kansas City plant. H. S. Eldred becomes plant accountant and Edward L. Lalumier assistant treasurer of the company. Comptroller W. P. Hemphill has been made secretary of the Finance Committee, succeeding the late W. B. Carpenter.

BONELESS BEEF EXPERT DIES.

Nathan Goldsmith, head of the boneless beef department of Louis Pfaelzer & Sons, Chicago packers, died on September 12, after a long illness. He was 56 years of age, and had been with the Pfaelzer company for 22 years.

Mr. Goldsmith, or "Goldy," as he was better known to his friends, was born in New York, and came to Chicago several years ago. He was a well-known and well-liked figure in the Chicago Yards, where he formerly bought calves. He had spent practically all his life in the packing business, and his experience at Pfaelzer's was wide, including the veal department, provision department and pork department, before he took charge of the boneless beef department.

His word was respected throughout the trade, and he had a reputation for fairness and honesty that was widespread. Both in the meat trade and in the stock yards he had a wide acquaintance and was universally popular. Mr. Goldsmith is survived by a widow.

Oscar G. Mayer is the proud father of a daughter, who arrived on Saturday, September 13th, to join the three husky brothers who so gleefully received her. No wonder it was hard to get Oscar on the phone last week!

F. M. Tobin, president of the Rochester Packing Company, and O. E. Esprey, vice-president of the company, were the first packers to request hotel reservations for the Institute Convention. Mrs. Tobin and Mrs. Esprey are coming also to enjoy the

H. C. GARDNER F. A. LINDBERG
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CONSTRUCTION

Fred J. Anders Chas. H. Reimers
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814 Erie Bldg. Packing House
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Engineers & Architects
Packinghouse and Cold Storage Designing—
Consultation on Power and Operating Costs,
Curing etc. You Profit by Our 25 Years' Experience. Lower Construction Cost. Higher
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Oldest Brokers in Our Line

The Davidson Commission Co.
Tallow Grease Provisions Oils
Tallow Bones Cracklings Hog Hair

Quick Reliable Service Guaranteed
Write, phone or wire us
Eight Phones Postal Telegraph Building
All Working CHICAGO, ILL.

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Provisions, Oils, Greases and Tallow
Offerings Solicited

MASON HARKER & CO., INC.
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Tallow, Grease, Soap Oils, Glycerine
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ABATTOIR PACKING AND COLD STORAGE PLANTS
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Cable Address, Pacarco

SOUTHERN CATTLEMEN MEET.

The thirteenth annual meeting of the Southern Cattlemen's Association was held in Montgomery, Ala., September 10 and 11. Members from the twelve states of the association were present and a splendid program was arranged. The delegates were royally entertained by the citizens of Montgomery, one feature being a huge barbecue on the plantation of G. C. Passmore.

A Policy Committee was appointed by the retiring president, Dr. Milton P. Jarnigan, and the recommendations of that committee were unanimously adopted by the convention. Among the important matters included were the following:

Endorsement of meat and milk inspection.

Asking federal aid in stamping out anthrax.

Endorsing the "Meat for Health" slogan.

Asking extension workers to specialize on live stock.

Dr. C. A. Cary, Auburn, Ala., was



C. B. HEINEMANN

Elected Secretary Southern Cattlemen's Association.

elected president; C. B. Heinemann, Atlanta, Georgia, was elected secretary for the ensuing year. Mr. Heinemann is vice president and general manager of the Atlanta Union Stock Yards Co., and is doing a very effective work in encouraging and developing the livestock industry in the South.

Atlanta was selected as the location for the 1925 convention.

CHICAGO LIVESTOCK.**RECEIPTS.**

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Sept. 8	29,776	5,002	48,807	18,619
Tues., Sept. 9	10,222	3,091	22,780	21,621
Wed., Sept. 10	16,007	2,701	18,659	19,503
Thur., Sept. 11	9,971	3,051	19,161	29,657
Fri., Sept. 12	3,714	1,279	18,774	29,128
Sat., Sept. 13	695	263	2,738	1,471
Totals last week	70,385	15,387	131,919	119,999
Previous week	42,389	9,958	125,932	109,472
Year ago	57,832	10,371	151,275	106,120
Two years ago	60,333	11,684	124,421	69,518

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Sept. 8	6,198	237	7,572	4,241
Tues., Sept. 9	4,210	69	7,257	8,755
Wed., Sept. 10	5,715	153	5,138	7,327
Thur., Sept. 11	5,125	185	5,135	9,676
Fri., Sept. 12	2,803	—	7,347	10,959
Sat., Sept. 13	444	166	2,806	4,490
Total last week	23,403	810	35,315	45,448
Previous week	12,354	337	22,613	53,998
Year ago	23,263	1,135	37,844	55,906
Two years ago	20,322	1,277	23,491	32,999

THE NATIONAL PROVISIONER

Receipts at Chicago Stock Yards thus far this year to Sept. 13, with comparative totals:

	1924.	1923.
Cattle	2,096,948	2,108,761
Calves	572,501	552,761
Hogs	7,058,575	7,060,349
Sheep	2,723,135	2,610,365

Combined weekly hog receipts at eleven markets for 1924 to Sept. 13, with comparisons:

	Week.	Year to date.
Week ending Sept. 13	475,000	20,667,000
Previous week	500,000	
Corresponding week, 1923	501,000	26,255,000
Corresponding week, 1922	493,000	19,961,000
Corresponding week, 1921	405,000	20,292,000

Combined receipts at seven points for the week ending Sept. 13, with comparisons:

	*Cattle.	Hogs.	Sheep.
1924	7,012,000	21,991,000	7,134,000
1923	7,300,000	21,705,000	7,077,000
1922	6,824,000	16,198,000	6,615,000
1921	5,982,000	15,969,000	7,973,000

Combined receipts at seven markets for 1924 to Sept. 13, and the corresponding period for previous years:

	*Cattle.	Hogs.	Sheep.
1924	132,200	245	\$10.40
Previous week	125,932	243	10.33
1923	151,275	254	9.65
1922	124,421	249	10.00
1921	110,357	250	7.65
1919	132,203	245	10.45
1918	86,549	249	18.50
1917	102,523	243	20.95
1916	59,050	233	18.85
1915	114,199	222	11.80
1914	74,544	231	8.45
Average 1914-1923	99,900	242	\$13.50

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs for under-mentioned weeks:

	Average Number weight received.	lbs.	Top Average Prices received.
Week ending Sept. 13	182,200	245	\$10.40
Previous week	125,932	243	10.33
1923	151,275	254	9.65
1922	124,421	249	10.00
1921	110,357	250	7.65
1919	132,203	245	10.45
1918	86,549	249	18.50
1917	102,523	243	20.95
1916	59,050	233	18.85
1915	114,199	222	11.80
1914	74,544	231	8.45
Average 1914-1923	99,900	242	\$13.50

*Receipts and average weight for week ending Sept. 13, 1924, unofficial.

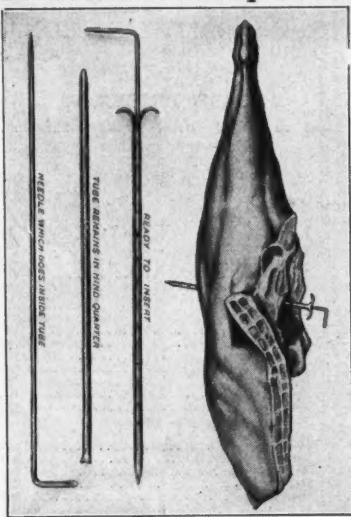
WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending Sept. 13	\$ 9.80	\$ 9.40	\$ 1.15	\$ 12.85
Previous week	10.00	9.60	1.25	12.40
1923	10.39	8.55	6.00	12.85
1922	10.05	8.60	6.50	13.20
1921	8.25	7.65	4.30	9.65
1920	15.55	16.35	7.05	13.60
1919	15.25	16.95	8.25	14.75
1918	16.15	20.15	11.90	17.50
1917	13.50	18.15	11.50	18.00
1916	9.30	10.85	7.85	10.60
1915	9.00	7.25	5.80	8.00
1914	9.40	8.55	5.15	7.00
Average 1914-1923	\$11.65	\$12.30	\$ 7.50	\$12.65

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards for week mentioned:

	Cattle.	Hogs.	Sheep.
Week ending Sept. 13	47,400	97,300	77,500
Previous week	30,026	193,319	55,474
1923	34,589	113,431	50,214
1922	40,011	100,930	36,519
1921	36,375	88,474	70,454

*Saturday, Sept. 13, estimated.

Prevent Sour Rump Joints

(Patent Applied for)

Progressive Butchers and Packers Use the BROZ JOINT AERATOR To Prevent Sour Joints. Thereby Eliminating one of the Worst Causes of Loss in the Handling of Fresh Meats. Write for information.

BROZ JOINT AERATOR
940 Sansome St. San Francisco, California

Chicago packers' hogs slaughtered for the week ending Sept. 13, 1924.

Armour & Co.	7,200
Anglo-American	6,100
Swift & Co.	11,600
Hammond Co.	5,000
Montgomery & Co.	9,000
Willard & Co.	4,700
Boyd-Lumham	6,600
Western Packing Co.	13,600
Roberts & Oak	4,800
Miller & Hart	3,300
Independent Packing Co.	6,400
Brennan Packing Co.	7,700
Wm. Davies Co.	1,000
Agar Packing Co.	1,000
Others	30,900

Totals 120,800

Previous week 106,100

Year ago 119,900

Two years ago 103,900

Three years ago 94,200

(For Chicago livestock prices see page 40.)

What is the proper temperature for scalding hogs and how may it be maintained? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

"The wrapper what am"

If you've never used this

you are missing something.

It "brings home the bacon"

and don't cost anymore than

the ordinary wrapper.

Kalamazoo Vegetable Parchment Co.
Kalamazoo, Michigan, U.S.A.

September 20, 1924.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday,
September 18, 1924.

Green Meats.

Regular Hams—

8-10 lbs. avg.	@14%
10-12 lbs. avg.	@14%
12-14 lbs. avg.	@14%
14-16 lbs. avg.	@14%
16-18 lbs. avg.	@14%
18-20 lbs. avg.	@14%

Skinned Hams—

14-16 lbs. avg.	@16%
16-18 lbs. avg.	@16%
18-20 lbs. avg.	@16%
20-22 lbs. avg.	@15%
22-24 lbs. avg.	@14%
24-26 lbs. avg.	@13%
26-30 lbs. avg.	@12%

Picnics—

4-6 lbs. avg.	@10%
6-8 lbs. avg.	@10%
8-10 lbs. avg.	@10%
10-12 lbs. avg.	@10%
12-14 lbs. avg.	@10%

Bellies—(Square cut and seedless)

6-8 lbs. avg.	@18
8-10 lbs. avg.	@17
10-12 lbs. avg.	@16 1/2
12-14 lbs. avg.	@15 1/2
14-16 lbs. avg.	@15

Pickled Meats.

Regular Hams—

8-10 lbs. avg.	15 @15%
10-12 lbs. avg.	15 @15%
12-14 lbs. avg.	15 @15%
14-16 lbs. avg.	15 @15%
16-18 lbs. avg.	15 @16
18-20 lbs. avg.	16 @17 1/2

Boiling Hams—(house run)

16-18 lbs. avg.	@16%
18-20 lbs. avg.	@17%
20-22 lbs. avg.	@17 1/2

Skinned Hams—

14-16 lbs. avg.	@17
16-18 lbs. avg.	@17
18-20 lbs. avg.	@17
20-22 lbs. avg.	@17
22-24 lbs. avg.	@15%
24-26 lbs. avg.	@15%
26-30 lbs. avg.	@14 1/2

Picnics—

4-6 lbs. avg.	@10%
6-8 lbs. avg.	@10%
8-10 lbs. avg.	@9 1/2
10-12 lbs. avg.	@9 1/2
12-14 lbs. avg.	@9 1/2

Bellies (square cut and seedless)—

6-8 lbs. avg.	@17 1/2
8-10 lbs. avg.	@16 1/2
10-12 lbs. avg.	@16
12-14 lbs. avg.	@15 1/2
14-16 lbs. avg.	@15

Dry Salt Meats.

Fat Backs—

8-10 lbs. avg.	@11%
10-12 lbs. avg.	@12
12-14 lbs. avg.	@12
14-16 lbs. avg.	@13%
16-18 lbs. avg.	@13%
18-20 lbs. avg.	@13%
20-25 lbs. avg.	@13%

Clear Bellies—

14-16 lbs. avg.	@14 1/2
16-18 lbs. avg.	@13 1/2
18-20 lbs. avg.	@13 1/2
20-25 lbs. avg.	@13 1/2
25-30 lbs. avg.	@13 1/2

35-40 lbs. avg.	@13 1/2
40-50 lbs. avg.	@13

35-45 lbs. avg.	@12 1/2%
35-45 lbs. clear.	@10 1/2%
Regular plates, 6-8	@10%
Clear plates, 4-7	@10%
Jewl butts	@10%

35-45 lbs. clear.	@10 1/2%
Regular plates, 6-8	@10%
Clear plates, 4-7	@10%
Jewl butts	@10%

35-45 lbs. clear.	@10 1/2%
Regular plates, 6-8	@10%
Clear plates, 4-7	@10%
Jewl butts	@10%

35-45 lbs. clear.	@10 1/2%
Regular plates, 6-8	@10%
Clear plates, 4-7	@10%
Jewl butts	@10%

35-45 lbs. clear.	@10 1/2%
Regular plates, 6-8	@10%
Clear plates, 4-7	@10%
Jewl butts	@10%

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Clear plates, 4-7	@10%
Jewl butts	@10%

35-45 lbs. clear.	@10 1/2%
Regular plates, 6-8	@10%
Clear plates, 4-7	@10%
Jewl butts	@10%

35-45 lbs. clear.	@10 1/2%
Regular plates, 6-8	@10%
Clear plates, 4-7	@10%
Jewl butts	@10%

35-45 lbs. clear.	@10 1/2%
Regular plates, 6-8	@10%
Clear plates, 4-7	@10%
Jewl butts	@10%

35-45 lbs. clear.	@10 1/2%

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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending	Cor. week
	Sept. 20.	1923.
Prime native steers	18 @ 19	18 @ 20
Good native steers	16 @ 17	17 @ 18
Medium steers	13 @ 15	13 1/2 @ 16
Heifers, good	13 @ 18	13 @ 18
Cows	7 @ 11	8 @ 12
Hind quarters, choice	12 @ 24	12 @ 25
Fork quarters, choice	12 @ 13	12 @ 14

Beef Cuts.

	Week ending	Cor. week
Steer Loins, No. 1	12 @ 34	12 @ 30
Steer Loins, No. 2	12 @ 30	12 @ 28
Steer Short Loins, No. 1	12 @ 45	12 @ 40
Steer Short Loins, No. 2	12 @ 48	12 @ 45
Steer Loin Ends (hips)	12 @ 24	12 @ 23
Steer Loin Ends, No. 2	12 @ 23	12 @ 20
Cow Loins	13 @ 44	11 @ 28
Cow Short Loins	24 @ 30	18 @ 35
Cow Loin Ends (hips)	12 @ 18	12 @ 30
Cow Ribs	12 @ 22	12 @ 29
Cow Ribs, No. 1	12 @ 23	12 @ 23
Cow Ribs, No. 2	12 @ 18	12 @ 21
Cow Ribs, No. 3	12 @ 10	12 @ 11
Steer Rounds, No. 1	12 @ 16 1/2	12 @ 18
Steer Rounds, No. 2	12 @ 16	12 @ 17
Steer Chucks, No. 1	12 @ 12	12 @ 12
Steer Chucks, No. 2	12 @ 11	12 @ 11 1/2
Cow Rounds	10 @ 13 1/2	7 1/2 @ 12
Cow Chucks	8 @ 8 1/2	8 @ 8 1/2
Cow Plates	8 @ 9 1/2	8 @ 9 1/2
Briskets, No. 1	12 @ 9	12 @ 8
Briskets, No. 2	12 @ 15	12 @ 16
Steer Navel Ends	12 @ 6	12 @ 12
Cow Navel Ends	12 @ 5	12 @ 5
Fork Shanks	12 @ 5	12 @ 5
Hind Shanks	12 @ 5	12 @ 4 1/2
Rolls	12 @ 20	12 @ 22
Strip Loins, No. 1, boneless	12 @ 60	12 @ 75
Strip Loins, No. 2	12 @ 60	12 @ 65
Strip Loins, No. 3	12 @ 55	12 @ 65
Sirloin Butts, No. 1	12 @ 30	12 @ 34
Sirloin Butts, No. 2	12 @ 20	12 @ 28
Sirloin Butts, No. 3	12 @ 18	12 @ 28
Beef Tenderloins, No. 1	12 @ 70	12 @ 75
Beef Tenderloins, No. 2	12 @ 60	12 @ 65
Rump Butts	12 @ 17	12 @ 17
Flank Steaks	12 @ 17	12 @ 17
Boneless Chucks	12 @ 10	12 @ 15
Shoulder Clods	12 @ 15	12 @ 15
Hanging Tenderloins	12 @ 10	12 @ 8

Beef Products.

	Week ending	Cor. week
Brains, per lb.	7 @ 9	8 @ 9
Hearts	29 @ 6 1/2	29 @ 6 1/2
Tongues	29 @ 30	29 @ 30
Sweetbreads	38 @ 42	38 @ 38
Ox-Tail, per lb.	6 @ 9	6 @ 8
Fresh Tripe, plain	12 @ 4	12 @ 4
Fresh Tripe, H. O.	12 @ 6 1/2	12 @ 6 1/2
Livers	8 @ 9	6 @ 8
Kidneys, per lb.	8 @ 8	9 @ 10

Veal.

	Week ending	Cor. week
Choice Carcass	18 @ 19	21 @ 22
Good Carcass	15 @ 17	18 @ 20
Good Saddles	25 @ 28	25 @ 30
Good Backs	8 @ 12	10 @ 14
Medium Backs	5 @ 8	6 @ 7

Veal Product.

	Week ending	Cor. week
Brains, each	8 @ 9	6 @ 8
Sweetbreads	32 @ 60	52 @ 58
Calf Livers	31 @ 32	31 @ 33

Lamb.

	Week ending	Cor. week
Choice Lambs	12 @ 25	12 @ 29
Medium Lambs	12 @ 23	12 @ 27
Choice Saddles	12 @ 28	12 @ 32
Medium Saddles	12 @ 26	12 @ 30
Choice Forces	12 @ 21	12 @ 25
Medium Forces	12 @ 19	12 @ 23
Lamb Fries, per lb.	31 @ 32	30 @ 31
Lamb Tongues, each	12 @ 13	12 @ 13
Lamb Kidneys, per lb.	12 @ 25	12 @ 25

Mutton.

	Week ending	Cor. week
Heavy Sheep	12 @ 7	12 @ 8
Light Sheep	12 @ 12	12 @ 14
Heavy Saddles	12 @ 10	12 @ 12
Light Saddles	12 @ 14	12 @ 18
Heavy Forces	12 @ 6	12 @ 8
Light Forces	12 @ 10	12 @ 12
Mutton Legs	12 @ 17	12 @ 20
Mutton Loins	12 @ 16	12 @ 18
Mutton Stew	12 @ 8	12 @ 8
Sheep Tongues, each	12 @ 13	12 @ 13
Sheep Heads, each	12 @ 10	12 @ 10

Fresh Pork, Etc.

	Week ending	Cor. week
Dressed Hogs	12 @ 15	12 @ 16
Pork Loins, \$6@10 lbs. avg.	12 @ 27	12 @ 26
Lard	12 @ 17	12 @ 13 1/2
Tenderloin	12 @ 55	12 @ 52
Spare Ribs	12 @ 12	12 @ 10
Butts	12 @ 20	12 @ 17 1/2
Hocks	12 @ 11	12 @ 9
Trimmings	12 @ 13 1/2	12 @ 10 1/2
Extra lean trimmings	12 @ 15	12 @ 12 1/2
Tails	12 @ 8	12 @ 7 1/2
Snots	12 @ 6 1/2	12 @ 6
Pigs' Feet	12 @ 4 1/2	12 @ 4 1/2
Pigs' Heads	12 @ 5	12 @ 7
Blade Bones	12 @ 8 1/2	12 @ 11 1/2
Blade Meat	12 @ 11 1/2	12 @ 8
Hog Liver, per lb.	12 @ 5	12 @ 4 1/2
Neck Bones	12 @ 14	12 @ 9 1/2
Skinned Shoulders	12 @ 15	12 @ 12
Pork Hearts	12 @ 6	12 @ 5
Pork Kidneys, per lb.	12 @ 6	12 @ 4 1/2
Pork Tongues	12 @ 13 1/2	12 @ 16 1/2
Blip Bones	12 @ 9	12 @ 9
Tail Bones	12 @ 9	12 @ 9
Brains	12 @ 10	12 @ 9
Brain Fat	12 @ 14	12 @ 11 1/2
Hams	12 @ 19	12 @ 19
Calves	12 @ 12	12 @ 11
Bellies	12 @ 20	12 @ 20

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton	25
Country style sausage, fresh, in link	17
Country style sausage, fresh, in bulk	16
Mixed sausage, fresh	16
Frankfurts in pork casings	14
Frankfurts in sheep casings	14
Bologna in beef bungs, choice	15 1/2
Bologna in cloth, paraffined, choice	15 1/2
Liver sausage in hog bungs	17
Liver sausage in beef rounds	17
Head cheese	17
New England luncheon specialty	14 1/2
Liberty luncheon specialty	14 1/2
Minced luncheon specialty	14 1/2
Tongue sausage	14 1/2
Blood sausage	15 1/2
Polish sausage	15 1/2
Souse	14 1/2

DRY SAUSAGE.

Cervelat, choice, in hog bungs	45
Cervelat, new condition, in hog bungs	45
Cervelat, new condition, in beef middles	45
Thuringer Cervelat	21
Bavarian	21
Holsteiner	21
B. C. Salami, choice	21
Milano Salami, choice, in hog bungs	21
B. C. Salami, new condition	21
Friseles, choice, in hog middles	21
Genoa style Salami	21
Peperoni	21
Mortadella, new condition	21
Capicolla	21
Italian style hams	21
Virginia style hams	21

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate	6.25
Large tins, 1 to crate	7.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate	7.50
Large tins, 1 to crate	8.50
Frankfurt style sausages in pork casings—	
Small tins, 2 to crate	7.00
Large tins, 1 to crate	8.00
Smoked link sausage in pork casings—	
Small tins, 2 to crate	6.50
Large tins, 1 to crate	7.50

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

	Per set
Beef rounda, domestic, 180 sets, per tierce	180 sets
Beef rounda, export, 225 sets, per tierce	225 sets
Beef middles, 110 sets, per tierce, per set	110 sets
Beef bungs, No. 1, 400 pieces, per tierce, per piece	400 pieces
Beef bungs, No. 2, 400 pieces, per tierce, per piece	400 pieces
Beef weasands, No. 1, per piece	17
Beef weasands, No. 2, per piece	18
Beef bladders, small, per doz.	1.00
Beef bladders, medium, per doz.	1.70
Beef bladders, large, per doz.	2.00
Hog casings, medium, f. o. s., per lb.	0.90
Hog casings, extra narrow, selected, per lb.	1.20
Hog middles, without cap, per set	2.00
Hog bungs, export	1.50
Hog bungs, large, prime	1.50
Hog bungs, medium	1.50
Hog bungs, small, prime	1.50
Hog bungs, narrow	1.50
Hog stomachs, per piece	1.50
Hog middles, without cap, per set	2.00
Hog tongues, export	1.50
Hog tongues, large, prime	1.50
Hog tongues, medium	1.50
Hog tongues, small, prime	1.50
Hog tongues, narrow	1.50
Hog stomachs, per piece	1.50
Hamburger steaks with onions	2.25
Vinegar style sausage...	2.25
Veal loaf, medium size...	2.00
Chill con carne with or without beans	1.25
Potted meats...	.80

VINEGAR PICKLED PRODUCTS.

No. 1/2	No. 1	No. 2	No. 6
Corned beef	2.40	\$ 2.85	\$ 4.00
Roast beef	2.40	2.85	4.50
Roast mutton	2.40	4.75	16.50
Sliced dried beef	1.85	4.00	—
Ox tongue, whole	17.50	56.00	—
Corned beef hash	1.50	2.75	4.25
Hamionion...	1.50	2.25	4.25
Vinegar style sausage...	1.15	2.25	4.15
Veal loaf, medium size...	2.00	—	—
Chill con carne with or without beans	1.25	—	—
Potted meats...	.80	1.25	—

Meat, per lb.	28.50
Family back pork, 20 to 34 pieces	28.50
Family bad pork, 35 to 45 pieces	28.50
Clear back pork, 40 to 50 pieces	28.50
Clear plate pork, 25 to 35 pieces	24.00
Clear plate pork, 35 to 45 pieces	23.75
Rean pork	22.50
Brisket pork	22.00
Plate beef	18.50
Extra plate beef, 200-lb. barrels	19.50

BARRELED PORK AND BEEF.

Ash pork barrels, black iron hoops...	1.80	@ 1.85

September 20, 1924.

Retail Section

Retail Expenses and Profits

How to Determine Cost to Retailer to Fill Each Order

How much does it cost the meat retailer to fill one order? Is it possible to figure this without a complicated set of books?

When Mrs. Jones gives you an order, is it worth your while to encourage her to increase the size of it? By doing so, are you decreasing your overhead, or adding to it?

The following article is one of a series released as a result of the survey undertaken jointly by the U. S. Department of Agriculture and Northwestern University. It gives a somewhat new angle to the investigation by finding the answers to the questions give above, and others of a similar nature.

Reports on various phases of this survey appeared in THE NATIONAL PROVISIONER monthly for a period of eight months under the following headings: "Meat Retailer as a Business Man," "Cost and Expense of Retailing Meat," "Something New for Retail Meat Dealers," "More Facts on Retail Expenses," "More Standards for Meat Dealers," in two parts, "Retailers' Margins, Expenses and Profits," and "Conditions for Successful Retailing."

More than 40,000 reprints of these reports were furnished by THE NATIONAL PROVISIONER to the meat trade during this period.

The following article goes into the question of the cost to the retailer of filling each order.

What Does it Cost to Fill Each Order?

By Blanche Altman.
Bureau of Business Research,
Northwestern University

I.

What does it cost to fill a single order? What is the size of the average order? Do my customers buy more or less at a time than the average customer?

Do large orders bring low expenses in relation to sales? Questions similar to these are frequently asked by meat dealers

who are seeking the "why" of their high or low expenses.

What One Order Costs Retailer.

As an answer to these questions, Table I is presented. It includes, for three twelve-week periods, for nine stores, the average amount of sales made in four weeks, the average sale and the average expense per customer, and the average total expense expressed as a per cent of the total sales.

The average sale per customer is determined by dividing the total amount of sales by the number of individual sales made as shown by the cash register. The total expense divided by the number of sales gives the average expense per customer.

For the nine stores, the average order ranged from 87 cents in the winter months, December to February, to 81 cents in the summer months, May to August. Some of the stores had larger orders, while others

size of the average sale, there comes a decrease in the expense in terms of sales. There seems to be, therefore, an advantage to be gained in encouraging one's customers to give larger orders at a time.

On the other hand, the stores that make the larger sales per customer do not tend to have either lower or higher expenses in terms of sales than do those having, on the average, small sales per customer. Expenses in terms of sales may be low when the orders are small, providing there are enough orders to keep the force busy.

II.

Experience of Eight Stores, May 18 to Aug. 9th, 1924, Compared with Previous Periods.

Table 2 combines the profit-and-loss statements of eight stores for three twelve-week periods, May 18 to Aug. 9, 1924; the period immediately preceding, Feb. 24 to May 17; and the corresponding months a year ago, May 20 to Aug. 11, 1923. In no respect have these stores experienced the summer "slump." In fact, business has been a little better for them from May to August than it had been from February to May.

Table 2—Combined Statement of Eight Identical Stores for Different Periods, 1923-1924.

Items	May 18 to 9, 1924	Feb. 24 to May 17, 1924	May 20 to Aug. 11, 1923	
	Amount	%	Amount	%
Total Sales	\$85,055	100.0	\$86,367	100.0
Cost of Goods Sold	63,547	74.7	64,049	75.0
Gross Margin	21,508	25.3	21,318	25.0
Total Expense	16,881	19.9	18,003	21.2
Wages	11,599	13.8	11,570	13.5
Rent	1,846	2.2	1,830	2.2
Ice and Refrigeration	1,096	1.3	1,104	1.3
Other Expense	2,340	2.8	3,580	4.2
Net Trading Profit	4,627	5.4	3,225	3.8
Number of Stock turns in 12 weeks	21.4		20.6	
			839	1.0

had smaller ones, on the average. Generally speaking, the larger the store the larger the average sale.

The Expense Per Customer.

The expense per customer-sale, which is the amount of total expense divided by the number of individual sales made within the period, is 15 or 16 cents. That is, on the average, it costs the dealer 15 to 16 cents to sell each package which goes across his counter. The amount varies directly with the size of the order.

Do large orders bring low expenses in terms of sales? The last section of Table I answers this question for these stores. It will be noted that a decrease in the amount of sales per customer is generally accompanied by an increase in expense as a per cent of sales.

On the other hand, with an increase in the

The combined statement shows a slight loss in sales, but this loss has been more than balanced by better margins, lower expenses, and more rapid stock turns. Compared with May to August, 1923, the last three months have shown considerable improvements.

Is this improvement due to better business conditions generally? Or have the proprietors become better managers through a year's use of a uniform system of accounts and the Bureau's periodic analyses of their profit-and-loss statements?

III.

Current Conditions in the Trade—(Chicago and Cleveland).

Thirty-seven Chicago dealers reported for the twelve weeks, May 18 to August 9. Their total sales amounted to \$387,415. Of this amount 76.5 per cent covered the cost

Terms of Sales, for Nine Stores.

Store	Average Amount of Sales in 4 weeks*	Average Amount of Sales per Customer			Average Expense per Customer-Sale			Average Total Expense—Per Cent of Total Sales		
		Dec. 2, 1923 to Feb. 23, 1924	Feb. 24 to May 17, 1924	May 18 to Aug. 9, 1924	Dec. 2, 1923 to Feb. 23, 1924	Feb. 24 to May 17, 1924	May 18 to Aug. 9, 1924	Dec. 2, 1923 to Feb. 23, 1924	Feb. 24 to May 17, 1924	May 18 to Aug. 9, 1924
Average	\$3,346	\$0.87	\$0.84	\$0.81	\$0.16	\$0.15	\$0.18	\$18.3	18.3	19.1
A	4,495	1.05	1.04	0.94	0.19	0.18	0.17	18.0	19.7	18.6
B	4,141	0.90	0.90	0.85	0.19	0.21	0.18	21.6	20.1	21.6
C	3,980	0.90	0.75	0.70	0.12	0.11	0.13	13.6	15.3	18.2
D	3,920	0.86	0.82	0.83	0.14	0.14	0.17	16.5	17.5	20.0
E	3,373	0.98	0.96	0.89	0.21	0.19	0.17	21.6	19.9	19.2
F	3,061	0.78	0.71	0.69	0.13	0.12	0.12	16.1	16.3	16.7
G	2,997	0.86	1.06	1.18	0.20	0.20	0.22	23.8	18.9	18.9
H	2,336	0.74	0.68	0.67	0.14	0.13	0.15	18.4	19.0	19.0
I	1,811	0.66	0.65	0.62	0.11	0.11	0.12	17.3	17.6	19.0

* Average of nine periods of four weeks each, Dec. 2, 1923 to Aug. 9, 1924.

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of goods sold, and 19.6 per cent paid the expenses of the shops. This left 3.9 per cent for the net trading profit, covering interest and miscellaneous charges as well as the net return to the proprietor over and above his regular wage.

Total Expenses Higher.

When the expense ratios for this period, as shown in Table 3, are compared with those for previous periods, it is found that total expense and also wages, rent, and refrigeration expense are higher than they were the preceding period.

Stock was turned 6.7 times in each four weeks in both this period and in the previous one, February to May.

The total sales of the Cleveland dealers who reported for this twelve-week period amounted to \$91,659. Of this amount, 75.9 per cent was required to cover cost of the goods sold and 20.0 per cent, to pay the expenses of the shop. The remainder, 4.1 per cent constituted the net trading profit.

Rent Somewhat Lower.

Total expense and wages, expressed as per cents of sales, are higher while rent is slightly lower than the corresponding amounts for the dealers who reported for the period from February to May.

These dealers turned their stock, on the average, 6.9 in each four weeks of the period. This is at the rate of once in 3.5 days.

Table 3—Expense and Operating Standards in Retail Meat Shops for Different Periods, 1923 and 1924.

CHICAGO.

	Average of Thirteen Four-Week Periods, Feb. 23, 1924	Average of Three Periods, Feb. 24 to May 17, 1924	Average of Four Periods, May 18 to Aug. 18, 1924
Number of Shops	47	42	37
Total Sales	\$173,196	\$166,906	\$129,138
Total Expense	19.0	19.0	19.6
Wages	12.2	12.3	13.0
Rents	2.1	1.8	2.1
Ice & Refrigeration	1.1	0.8	1.1
Other Expense	3.6	4.1	3.4
Number of Stock Turns * in Four Wks...	6.2	6.7	6.7

CLEVELAND.

	Average of Fifteen Periods, Feb. 22 to Feb. 23, 1924.	Average of Three Periods, Feb. 24 to May 17, 1924.	Average of Four Periods, May 18 to Aug. 9, 1924.
Number of Shops	19	14	8
Total Sales	\$83,538	\$45,398	\$20,559
Total Expense	20.5	19.8	20.0
Wages	12.8	12.2	13.0
Rent	2.5	2.4	2.3
Ice & Refrigeration	1.1	0.8	0.8
Other Expense	4.1	4.4	3.9
Number of Stock Turns * in Four Weeks	6.1	5.8	6.0

*Stock turnover is computed by taking one-half of the sum of the stock on hand at the beginning of the period and the stock on hand at the end of the period, and dividing the result, into the cost of the goods sold.

LOCAL AND PERSONAL.

A new meat market and grocery has been opened at Lyons, Ia., by C. C. Spaford.

Ed. Ebert has opened a new meat market at 1401 Franklin street, Michigan City, Ind.

S. A. Bell has sold his Ozark Meat Market in Bentonville, Ark., to J. E. Hardy.

The Corner Meat Market and Grocery in Archbold, Ohio, has been sold to I. O. Bourquin.

YORK Self-Contained Refrigerating Machines

are ideal for the Meat Market. They save money and furnish an independent source of satisfactory Refrigeration.

The complete machine is mounted on a rigid cast-iron base—easy to install, easy to operate, efficient, economical, and can be driven by any available power.

You may have always thought your Market was not large enough to justify the installation of Mechanical Refrigeration, but this is just the little machine you have been looking for. It is worth your investigation.

Write for Bulletin No. 70.

YORK MANUFACTURING CO.

Ice Making and Refrigerating Machinery Exclusively.

YORK,



PENNA.

A new meat market and grocery has been opened at 1504 East 34th street, Indianapolis, Ind., by R. E. Holsapple.

Damage to the extent of \$1,500 was suffered by Miller's Meat Market in the recent fire which swept Willamina, Ore.

William Weinrich has sold his meat market in St. Charles, Mo., to Edwin Hackmann.

Gary Brothers have sold their meat market in Eaton Rapids, Mich., to Rose, Howard and Vail.

A new meat market has been opened in Wellston, Okla., by Whiston Bros.

A new meat market and grocery, known as the Mother Goose Market, has been opened in Hopkinsville, Ky., by the Shadoin-Mitchell Grocery Co.

J. B. Zollars has sold his interest in the Peoples Meat Market in Waynesville, Pa., to C. H. Beveridge.

A new meat market, known as the Central Meat Market, has been opened at 218 Chestnut street, Ft. Madison, Iowa.

A new meat market has been opened in Conway, Ark., by Ben W. Ford, Carl Milam, L. P. Wofford and Robert Stapleton.

James L. Donnelley has opened a new meat market in Bolivar, N. Y.

A new market has been opened at 822 Genessee street, Buffalo, N. Y., by Grotke Brothers.

TOLEDO BUTCHERS' FIRST SOCIAL.

The Toledo Master Butchers Association will hold its first social meeting of the season on Wednesday, September 24. Applications for the social membership will be received at this meeting.

The social membership idea is a new one, and is organized to consist of dealers and managers of lines closely af-

filiated with the retail meat business, as well as meat cutters, sausage makers, etc. Many applications have already been received from prospective members, reports Secretary A. Weinandy.

At least four social meetings per year will be held by the association, to which both active and social members will be invited to attend.

An interesting program has been planned for the meeting on the 24th. Frank Reber, Bernard Katz and Ernie Leirer have been added to the entertainment committee to assist in carrying out the program for that night.

Retail Cutting Tests

(Continued from page 25.)

wholesale cuts at times, these tables would make excellent guides for him. In this way he is getting the most information possible from the cutting test.

The beef test given here showed this butcher that after his new prices were put in effect he was cutting out an adequate margin. In most Chicago shops the margin on beef is large, and needs to be to cover the loss or low margin on other products handled.

This problem of tests is an individual one with each market. It is impossible to prepare a table or chart that applies accurately to any one shop. The different weights and grades (of beef, for instance) cut out differently. Also the demand for the various cuts balances out differently in each market.

Make Your Own Tests.

So the butcher should make frequent tests on beef, lamb, veal, pork, etc., in order to be guided right in his pricing, and to keep pace with changing market conditions.

By combining several tests on beef for instance, he can work out a very reliable chart for his needs. He usually buys a certain grade of beef around the same weight. These cattle will cut out fairly uniform and by averaging several tests he can secure very accurate figures.

In this series of articles the writer will give the results of several tests recently made in Chicago markets. This is a subject in which the butcher is keenly interested.

The next article will give the results of another beef test—this one showing the butcher that he was cutting a margin higher than is really good for his business.]

Retail Bookkeeping

One of a series of original articles by Roy C. Lindquist.

See page 25.

New York Section

J. L. Grauman, salesmanager, The E. Kahn's Sons Co., Cincinnati, was a visitor to New York this week.

V. H. Munnecke, vice-president of Armour and Company, Chicago, was a visitor to the city this week.

Arthur Dyer is getting his favorite pipe in trim and his campaign hat brushed off for the packers' convention at Chicago.

H. L. Harris, of the Pacific Coast Borax Company, will spend next week in Atlantic City, attending the National Druggists' convention.

Walter Blumenthal, president of the United Dressed Beef Company, with Mrs. Blumenthal and their son, left Europe on Wednesday for the homeward trip, sailing on the Majestic.

Prices realized on Swift & Company's sales of carcass beef in New York City for week ending September 13th on shipments sold out, ranged from 9.00 cents to 19.00 cents per pound, and averaged 14.83 cents per pound.

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending September 13, 1924: Meat—Manhattan, 2,027½ lbs.; Brooklyn, 8 lbs.; Total, 2,035½ lbs. Fish—Brooklyn, 3 lbs.; Bronx, 1 lb.; Total, 4 lbs. Poultry and game—Manhattan, 522 lbs.

Frederick Joseph, president, and Leo S. Joseph, vice president, have resigned their connection with the New York Butchers' Dressed Meat Co., and will engage in other business. Both have been very active in the New York meat trade for many years, having been connected with the S. & S. Company before going with the West Side concern. Harry G. Mills, who has been at the head of Joseph Stern & Sons, Inc., for the past year, succeeds to the management of the New York Butchers Dressed Meat Co. C. J. Triplett, who has been Mr. Mill's assistant, becomes manager of the Stern plant. Both are deserved promotions.

The New York Group of the Butchers' & Packers' Supply Association were the guests of honor at a clam bake given in Providence, R. I., by the New England Group on Sept. 19th. Among those who made up the party were Leo Brand, of M. Brand & Sons; Ed Smith, of John Chatillon & Sons; Leo Trilling, of A. C. Wicke Mfg. Co.; M. B. Sheldon, American Wire Form Co.; R. H. Forschner, of R. H. Forschner Co.; Wm. Gottzandt, of A. Gottzandt & Son, and Dan Schnebel, of the Newark Butchers' Supply Co. The party left New York on the night boat and it is rumored there was a very interesting game of pinochle on board.

On Wednesday afternoon of last week the first fall meeting of the Ladies Auxiliary, United Master Butchers of America, was held. The state and national conventions of the United Master Butchers of America were the principal topics discussed. Cake and coffee were enjoyed. While there were many wonderful cakes baked by the members, there was great demand for a piece of the one which Mrs. David Van Gelder had made. The president, Mrs. George Kramer, is anxious that all members attend the next meeting, on Wednesday afternoon, September 24, to help plan the social activities of the Aux-

iliary for the coming season. Some suggestions have been made, but nothing definite has been decided.

YE OLDE NEW YORK BRANCH.

The regular meeting of Ye Olde New York Branch, United Master Butchers, held Tuesday evening, September 16th, was well attended and brimming full of interest as usual.

Among the committee reports creating considerable interest was the enthusiastic report of State President Loeb on the successful year of the Plate Glass and Fire Funds. The liberal refunds of 42% on plate glass assessments, and 25% on fire assessments, were held by President Loeb as being a concrete example of service and economy to members. Mr. Loeb spoke encouragingly for the future growth of these funds and their subsequent attraction to membership for the Branch. President Kramer also followed with an urgent appeal for the members to patronize the Plate Glass and Fire Funds, pointing out the simplicity and thoroughness of its service, as well as its economy.

Chairman Benj. Metzger of the Ball committee reported progress. The committee is now well under way with arrangements for the annual ball, to be held at the Hotel Commodore, Dec. 3rd.

Louis Goldstein, business manager of the Compensation Insurance company, gave a most encouraging report on the progress of the company to date.

Nine new members were proposed and elected to membership at this meeting: Samuel Feldheimer, S. Katz, V. J. Hildbrandt, Geo. B. Clark, Michael Raphael, Emil Eplingen, Benj. Lowenstein, R. C. Verrier, and H. Berger.

The feature event of the evening was the very excellent talk given to the members by Mr. B. F. Trussel, manager of Armour & Company's plant at 50 Tenth Ave., on the value of organization and co-operation.

President Geo. Kramer called attention of the members to the publication of the Dep't of Agriculture Bulletin No. 1246, the title of which is "Market Classes and Grades of Dressed Beef," written by W. C. Davis, Investigator of Marketing Live Stock and Meats and C. V. Whalen, Specialist in Marketing Live Stock and Meats, Bureau of Agricultural Economics. President Kramer expressed the opinion that this book should be in the possession of every retailer.

Owing to the increased service that the Branch is now giving, it has been found impossible to operate the Branch successfully on the present rate of annual dues. The cost of operation per capita was shown to be greatly in excess of assessments for dues. In consideration of the fact that the saving to members through the various activities of the Branch, and its various insurance funds, it was generally felt that the increase in dues was not only in order, but felt to be justifiable by the members. This feeling was made evident by the fact that the ratification of the proposed amendment to the By-laws calling for increase in dues to \$18 per year, instead of \$12 was voted for unanimously.

A newspaper article claiming retailers were selling broilers too high was called to the attention of the meeting, after which a considerable discussion followed. It was then agreed that this article was misleading to the public and that a motion was made and carried that a committee be appointed to have a personal interview with the writer responsible, and that a counter article be written correcting the false impression given.

In support of the Branch campaign against unfair retailing, one of the most interesting phases of the meeting, probably, was the complaint brought to the Branch of an unscrupulous butcher retailing lambs' liver for calves' liver and underselling the legitimate butcher.

The meeting was of great interest from beginning to end, and is merely a forecast of the many other helpful meetings which are to be held during the year.

BUTCHERS SEE FAT MACHINE.

The demonstration of the Bee-Bee Machine, the retailer's fat melter, went over big at the special meeting of the Bronx Branch, United Master Butchers of America, on Wednesday evening of last week.

The purpose of the meeting was to arouse interest of non-members in the advantages and benefits gained by members through co-operative buying, demonstrations, plate glass, fire and other funds to the extent of their becoming members of the United Master Butchers of America.

President Rudolph Schumacher introduced the first speaker, State President Moe Loeb, who told of the demonstrations being held at the various branches of devices that would cut the overhead to a minimum. He laid special stress upon the value of the Bee-Bee machine, and stated that the butcher with this machine would get something for the suet now bringing five cents a pound. The Bee-Bee Machine, said Mr. Loeb, will more than pay for itself, as the suet can be turned into a high grade product of absolutely 100% purity in the presence of the customer.

He stated that other machines would be demonstrated, and called attention to the subject of co-operative buying.

In concluding Mr. Loeb announced that on the preceding Sunday he had been in Albany, where about 45 butchers from that city, Troy, Saratoga, and other nearby towns had been brought together, and good news would undoubtedly be forthcoming from that section shortly.

Mr. George Carns was the next speaker, and his subject was co-operative buying. He told of the saving to master butchers on this basis, inasmuch as when the organization bought in bulk, sales expenses including commissions, etc., were eliminated and the manufacturer was able and willing to divide this with the organization.

R. P. Bennett, who for many years designed and installed rendering apparatus, was the next speaker. Mr. Bennett commenced his talk by showing a sample of the butter oil which is the result of the melting of suet in the Bee-Bee machine. Holding up the jar Mr. Bennett stated there is nothing like it except melted butter, and even that would not have the color. Continuing he said:

"With every carcass of beef which the retailer buys, he also receives a certain amount of fat. The amount varies, of course, with the quality and grade of beef. Good fat steers average conservatively over 10% of good edible fat."

"What does the retailer receive for these fats for which he is paying a high price, the price of beef? In a great many localities, retailers are still giving away these good fats with meat purchases, and it is one custom which every retailer is anxious to eliminate."

"In some rural communities the retailer who makes his own lard will try and work up some of this good beef fat in his lard, but there are hardly any butcher shops where there is not a great percentage of this fat sold to the rendering plant. This fat, which may have cost the retailer from 14 to 18c a pound, is sold to the renderer at

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an average price of from 2 to 5c per pound.

"If the retailer buys beef loins at 30 or 40 cents, his fat is also costing him that much, and if the fat is sold at 5 cents per pound he is selling that product at 5 cents which has cost him 30 to 40 cents. Is this good business?

"In other words, there is a positive loss to the retailer. In some other shops a part of the fats are used in rolled roasts, etc., but what happens to the good small pieces of fat resulting from the trimming of loin steaks and from the various other pieces of meat? Where does this expensive material go? In the scrap box as a rule. Is it good business to waste high-class edible fats and sell them at 2c a pound for rough shop fats?

"The lard oil or shortening from the suet melted in the Bee-Bee machine is bringing 25 cents a pound, and we have not heard of any being sold for less than this amount in the city, with the exception of one concern that is selling it in tubs at 18 cents a pound wholesale. There is nothing like the product on the market with the exception of premium butter."

Mr. Bennett called special attention to the fact that as the temperature required to melt the fats in the Bee-Bee machine was never over 155 degrees, all odors were eliminated and all B-vitamins—the nutritive element—were retained. In concluding Mr. Bennett stated that the Bee-Bee machines were now being made with aluminum castings; that is, all parts that come in contact with the product.

Mr. Murphy spoke on bone and meat cutters.

Julius Schoenbach spoke about the meats which had been used in the demonstrations, and which had been furnished by Charles Gachot.

The business manager of the Branch, Fred Hirsch, was then called upon and in his own forceful manner told some of the things the Branch was doing for its members, among which he enumerated the enforcement of the Sunday closing law, lowest ice prices, own traffic policemen at Westchester Market, labor laws, attorneys' privileges, own insurance department, plate and glass funds, which saved the members from 50 to 65%, grievance committee and membership in the New York Meat Council. In concluding Mr. Hirsch made an earnest plea to all butchers of the Bronx to become members.

Among the visitors from other branches were State president Moe Loeb, President Washington Heights Branch Charles Hembdt, Joseph Eschelbacher, Julius Schoenbach, Walter Elsas, Charles Kunkel, Mr. Werdenschlag, Louis Goldstein and R. Arndt.

In closing the meeting President Schumacher thanked the speakers and demonstrators.

Jos. Himmelsbach, M. E. Otto S. Schlich, C. E.
Himmelsbach & Schlich
ENGINEERS AND ARCHITECTS
Specializing in Packing Houses, Abattoirs, Ice Making and Refrigerating Plants, Lard and Fat Rendering Plants, Oil Refineries.
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Over 1,500
Packers and
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with satisfaction
GOVERNMENT DOPE
Kills rats and mice
Recommended by B. A. I. and
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\$1.00 per lb. in 5 and
10 lb. cans.
Write now
Farmers Chemical Co.
124-126 No. Erie St.,
TOLEDO, OHIO

Mr. Retailer-- You are now paying for the "Bee-Bee Machine"—



Practically all Retail Meat Dealers have surplus fats. This fat has cost them the price of beef. A large percentage of this good clean edible fat from the carcass finds its way into the scrap or bone box.

To allow these good edible fats to be depreciated—to throw them in the waste box and sell them at from 2 to 5 cents per pound—is a great waste! Formerly Retailers found it difficult to use their own fats, as no facilities were available to fully utilize this good product.

To-day, however, the "BEE-BEE MACHINE" enables every Retailer to utilize his own fats and convert them into the finest cooking fat obtainable.

Instead of receiving 2 to 5 cents per pound from fat collectors, the fat converted by the "BEE-BEE MACHINE" may be sold at 20 cents per pound and more, because authorities all claim that it is a very superior cooking fat—due to the entirely new process used.

It doesn't require an expert mathematician to find out that the difference between 5 and 20 cents per pound quickly pays for the "BEE-BEE MACHINE." The investment in the "BEE-BEE MACHINE" is only a temporary one—because it is the ONE machine in the Industry where the Retailer can see his additional daily earnings pay for it.

B. B. Machine Corporation

25 Church Street, New York City
Telephone Rector 3126

DISTRIBUTORS:

Vaughan Company 130-740 N. Franklin Street CHICAGO, ILL.	Werner G. Smith Co. 2191 West 110th Street CLEVELAND, OHIO
Pacific Coast B. B. Machine Co. 18 Front St., San Francisco, Calif.	

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BELL'S
Patent Parchment Lined
SAUSAGE BAGS
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SAUSAGE SEASONINGS
For Samples and Prices, write
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BOSTON MASS.

Get rid of odors

How much money do you spend in a year trying to get rid of the odors in your plant?

Have you been successful? If not, why not try the Henderson-Haggard Chlorine Process, which is installed under Positive Guarantee to eliminate odors.

It is safe, simple, cheap.

W. J. SPRINGBORN
Consulting Sanitary Expert

September 20, 1924.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium	\$ 8.75 @ 9.15
Cows, canners and cutters	\$ 1.25 @ 2.75
Bulls, bologna	\$ 3.80 @ 4.75

LIVE CALVES.

Calves, veal prime, per 100 lbs.	@15.00
Calves, veal common to medium	\$ 7.00 @ 10.00
Calves, veal, culs, per 100 lbs.	\$ 7.00 @ 9.00

LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.	\$14.00 @ 14.50
Lambs, fair to good, per 100 lbs.	\$12.25 @ 14.00
Lambs, com. to med.	\$ 9.00 @ 12.00

LIVE HOGS.

Hogs, heavy	10.50 @ 10.65
Hogs, medium	10.85 @ 11.00
Hogs, 140 lbs.	10.85 @ 11.00
Pigs, under 70 lbs.	10.00 @ 10.25
Roughs	8.25 @ 8.75

DRESSED BEEF.

CITY DRESSED.	
Choice, native, heavy	17 1/2 @ 18 1/2
Choice, native, light	18 1/2 @ 20
Native, common to fair	16 @ 17

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	18 @ 19
Native choice yearlings, 400@600 lbs.	17 1/2 @ 18 1/2
Western steers, 600@800 lbs.	15 @ 16
Texas steers, 400@600 lbs.	11 @ 13
Good to choice heifers	17 @ 18
Good to choice cows	12 @ 12
Common to fair cows	9 @ 10
Fresh bologna bulls	7 1/2 @ 8

BEEF CUTS.

Western.	City.
No. 1 ribs	@22
No. 2 ribs	@16
No. 3 ribs	@12
No. 1 loins	@29
No. 2 loins	@20
No. 3 loins	@13
No. 1 hinds and ribs	26 @28
No. 2 hinds and ribs	23 @25
No. 3 hinds and ribs	19 @20
No. 1 rounds	@15
No. 2 rounds	@12
No. 3 rounds	@ 9
No. 1 chuck	@11
No. 2 chuck	@ 8
No. 3 chuck	@ 6
Bolognras	@ 6
Rolls, reg., 6@8 lbs. avg.	22 @23
Rolls, reg., 4@6 lbs. avg.	17 @18
Tenderloins, 4@5 lbs. avg.	60 @70
Tenderloins, 5@6 lbs. avg.	80 @90
Shoulder clods	10 @11

DRESSED CALVES.

Prime	@22
Choice	20 @22
Good	18 @20
Medium	16 @18
Common, 10@12 lbs. avg.	15 @16

DRESSED HOGS.

Hogs, heavy	@15%
Hogs, 180 lbs.	@15%
Hogs, 160 lbs.	@15%
Hogs, 140 lbs.	@16%
Pigs, 80 lbs.	@16%

DRESSED SHEEP AND LAMBS.

Lambs, choice spring	26 @27
Lambs, poor grade	20 @25
Sheep, choice	15 @16
Sheep, medium to good	13 @14
Sheep, culs	8 @10

SMOKED MEATS.

Hams, 8@10 lbs. avg.	.21 1/2 @ 22
Hams, 10@12 lbs. avg.	.21 @ 21 1/2
Hams, 12@14 lbs. avg.	.21 @ 21 1/2
Picnics, 4@6 lbs. avg.	.14 @ 14 1/2
Picnics, 6@8 lbs. avg.	.13 1/2 @ 14
Rolettes, 6@8 lbs. avg.	.14 1/2 @ 15
Beef tongue, light	.30 @ 34
Beef tongue, heavy	.35 @ 40
Bacon, boneless, Western	.21 @ 22
Bacon, boneless, city	.19 @ 20
Pickled bellies, 10@12 lbs. avg.	.14 @ 15

FRESH PORK CUTS.

Fresh pork loins, Western, 10-12 lbs., avg.	26 @27
Fresh pork tenderloins	.52 @ 55
Frozen pork loins, 10-12 lbs. avg.	.19 @ 20
Frozen pork tenderloins	.40 @ 45
Shoulders, city, 10@12 lbs. avg.	.15 @ 16
Shoulders, Western, 10@12 lbs. avg.	.14 @ 15
Butts, boneless, Western	.23 @ 24
Butts, regular, Western	.19 @ 20
Fresh hams, city, 8@10 lbs. avg.	.20 @ 21
Fresh hams, Western, 10@12 lbs. avg.	.19 @ 20
Fresh picnic hams, Western, 6@8 lbs. avg.	.14 @ 15
Extra lean pork trimmings	.16 @ 17
Regular pork trimmings, 50% lean	.03 @ 13
Fresh spare ribs	.10 @ 11
Raw leaf lard	.15 @ 16

BONES, HOOFs AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 lbs.	@150.00
Flat shin bones, avg. 40 to 45 lbs., per 100 lbs.	90.00 @ 100.00
Black hoofs, per ton	.40.00 @ 50.00
Striped hoofs, per ton	.40.00 @ 50.00
White hoofs, per ton	.105.00 @ 115.00
Thigh bones, avg. 85 to 90 lbs., per 100 lbs.	@140.00
Horns, avg. 7 1/2 oz. and over, No. 1s	300.00 @ 325.00
Horns, avg. 7 1/2 oz. and over, No. 2s	250.00 @ 275.00
Horns, avg. 7 1/2 oz. and over, No. 3s	200.00 @ 225.00

FANCY MEATS.

Fresh steer tongues, untrimmed	@30c	a pound
Fresh steer tongues, L. C. trim'd	@35c	a pound
Calves, heads, scalded	@65c	a piece
Sweatheads, veal	@75c	a pair
Sweatheads, beef	@60c	a pound
Beef kidneys	@16c	a pound
Mutton kidneys	@ 8c	each
Livers, beef	@18c	a pound
Oxtails	@12c	a pound
Hearts, beef	@ 8c	a pound
Beef hanging tenders	@14c	a pound
Lamb fries	@10c	a pair

BUTCHER'S FAT.

Shop fat	@ 2 1/2
Breast fat	@ 4 1/4
Edible suet	@ 6
Cond. suet	@ 5
Bones	@25

SPICES.

Whole.	Ground.
Pepper, Sing., white	20
Pepper, Sing., black	12 1/2
Pepper, red	10
Allspice	8
Cinnamon	11
Coriander	7
Cloves	29
Ginger	23 1/2
Mace	76

CURING MATERIALS.

In lots of less than 25 bbls.	Bbls.	per lb.
Double refined saltpetre, granulated	6 1/4 c	6 1/4 c
Double refined saltpetre, small crystals	7 1/4 c	7 1/4 c
Double refined nitrate soda, granulated	4 1/4 c	4 1/4 c
Double refined nitrate soda, crystals	5 1/4 c	5 1/4 c

In 25 barrel lots:

Double refined saltpetre, granulated	6 1/4 c	6
Double refined saltpetre, small crystals	7 1/4 c	7 1/4 c
Double refined nitrate soda, granulated	4 1/4 c	4 1/4 c

Carload lots:

Double refined nitrate of soda, granulated	4 1/4 c
Double refined nitrate of soda, crystals	5 c

Branded grubby

... 14	1.85	1.95	2.20	2.50
At value				

DRESSED POULTRY.

FRESH KILLED.

Fowls—Fresh—dry picked—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	31 @ 32
Western, 48 to 54 lbs. to dozen, lb.	29 @ 30
Western, 43 to 47 lbs. to dozen, lb.	27 @ 28
Western, 35 to 42 lbs. to dozen, lb.	25 @ 27
Western, 30 to 35 lbs. to dozen, lb.	23 @ 25
Fowls—fresh—dry picked, milk fed—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	43 @ 45
Western, 48 to 54 lbs. to dozen, lb.	43 @ 45
Western, 43 to 47 lbs. to dozen, lb.	43 @ 45
Western, 36 to 40 lbs. to dozen, lb.	43 @ 45
Western, 30 to 35 lbs. to dozen, lb.	43 @ 45

Wester, 43 to 47 lbs. to dozen, lb.....40 @ 42

Wester, 36 to 42 lbs. to dozen, lb.....35 @ 36

Wester, 30 to 35 lbs. to dozen, lb.....32 @ 33

Fowls—Iced—dry picked, milk fed—barrels:

Western dry picked, 5 1/2 lbs. and over, boxes

Western dry picked, 5 lbs., lb.....31 @ 33

Western dry picked, 4 1/2 lbs. each.....30 @ 31

Western dry picked, 3 1/2 lbs. each.....27 @ 28

Western scalped, bbls.....26 @ 27

Ducks—

Long Island, No. 1, per lb.....@ 23

Squabs—

White, 12 lbs. to dozen, per dozen.....\$7.50 @ 8.00

White, 10 lbs. to dozen, per dozen.....\$6.00 @ 6.50

Culls, per doz.....\$1.00 @ 1.75

LIVE POULTRY.

Fowls, colored, fancy, via express.....29 @ 30

Old roosters, via freight

24.

42

38

38

33

32

31

28

28

22

8.00

6.00

1.75

30

21

30

12

25

75

38%

38%

35%

34

46

43

39

28

00

80

95

10c

10c

50c

42

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